

Letters to the Editor

BRACKEN HOUSE, CANNON STREET, LONDON, EC4P 4BY

Defining sponsored research • Profits from throwaways

Sir—I would like to support the views expressed by Dr. Duckworth in his column (Nov. 14) on the operation of Lord Rothschild's customer-contractor principle. In particular his suggestion that we should draw a distinction between "contract" and "sponsored" research in relation to work undertaken by universities on behalf of industry is extremely helpful.

We have always used this distinction at the University of Manchester Institute of Science and Technology where a considerable part of our research programme is sponsored by industry. Our attitude to work of this sort is that we are in partnership with industry; each puts something in and each gets something in return. In particular, the university retains its freedom of direction and its rights to publication of the research results.

Now of course some universities do undertake research which, under Dr. Duckworth's definition, could truly be considered "contract". Many of these universities have recognised this distinction formally and have set up limited liability companies within the university to handle such work.

The majority of British universities now have substantial links with industry and have created full-time appointments to deal with them. I am currently chairman of the University Directors of Industrial Liaison Group which meets together from time to time to discuss common problems and to exchange information on many different topics.

We have for example recently held meetings with the Association of Consulting Engineers and the British Consultants' Bureau. The suggestion had been made that universities represented "unfair competition" to the professional consultants by undercutting the commercial rates. These meetings gave an opportunity for a thorough airing of the attitudes and the practice of both sides and certainly from the universities' point of view our conclusion was that consulting rates should be different from the services offered by the professional consultant.

Dr. Duckworth's letter prompts me to think that we should try to find a separate and better description of the service we offer in this case.

W. A. Pennington, Director, Bureau of Industrial Liaison, University of Manchester Institute of Science and Technology, P.O. Box 88, Manchester

Very mortal beings

Sir—I feel obliged to point out some of the errors made by R. T. Hines in his evaluation of the Government Green Paper on Discrimination against women (November 15).

He is wrong in thinking that "legislation and mandatory orders" are designed to change attitudes of mind. The object of statute is missed if it is thought to be anything other than an instrument of justice designed to render immediate protection to deserving interests.

The truth of the matter is that changing attitudes of mind by the lengthy process of education does not match up to the requirements of those very mortal beings whom fate has chosen to be female. R. T. Hines would be well advised to remember the opening line of a poem by Andrew Marvell:

Had we but world enough, and time,

Nor should we over-estimate the efficacy of education in all that is best in English education, has been and still is notorious for the backwardness of its views towards the role of women in modern society. It must be hoped that Government legislation will give a much needed boost to establishments such as Cambridge where education has singularly failed to prevent discrimination against women.

Bruce Pike, Selwyn College, Cambridge

Adding up the gold stock

Sir—I have added up the IMF monetary gold stock break-up provided by A. Harris in the Demystification of Gold (November 15), which he claims should cover global requirements for the next 70 years.

It amounted to \$36,686m. at September 1973, and at \$42.22 should scale 889m. troy ounces whereof the U.S. share holds down to 276m. ounces. When last it accrued by any significant amount, 1964, this monetary gold stock stood at \$2,454m., that is by weight at the then ruling evaluation, 1,224m. ounces.

Although practically paralysed by a U.S. stranglehold, this monetary stock once the less fell by 355m. ounces in just over nine years on top of 450m. ounces produced and thrown on the free market, altogether 805m. ounces, or roughly 80m. ounces per year.

Taking into account that production is now declining and with-held, that U.S. sales are going to be activated and actually enjoyed, and that global requirements should normally require approximately 10 per cent. per year, my question is that those 889m. ounces now hooked with the IMF should be written off completely by 1980.

W. E. Jungblaser, 182-d. rue de la Victoire, 1080 Brussels

Buffer battery car

Sir—The best alternative to the battery car or petrol at £1 a gallon is the propane-electric car, whose design in fine detail has been studied for several months. With a handsome margin to spare, its theoretical economy is at least twice as good as that of any comparable conventional car. The basic reason for this is that with a very efficient form of electrical transmission it is possible to conserve the vehicle's energy of motion, during braking, which is then stored within a buffer battery—especially designed to allow a very low internal resistance.

The dynamo is a linear, free-piston system: which in its most basic form consists of only one moving part. It needs to operate at only one power, full power, only. So there is no idling consumption, or part-load loss.

It does, however, have one disadvantage: it cannot be made cheaply. Nevertheless, with an effective halving of the fuel bill its overall economy will be very attractive, particularly so in the case of the heavy user.

A linear dynamo design is far simpler than any alternative fuel cell proposal, and in such an application is just as efficient. The electric vehicle problem can therefore be solved: by good engineering design. Milton Boothroyd, (Consulting Engineer), 6 Crescent Court, Chime Crescent, Bournemouth.

Immoral gains tax

Sir—Neither Mr. Wiltshire (November 13) nor Mr. Thomas and Goodrich (November 17) mention the fact that during proceedings on the 1972 and 1973 Finance Bills amendments to mitigate the taxing of unreal gains were put forward.

By Mr. Peter Rees and Mr. Geoffrey Gardiner respectively, and that on both occasions Mr. Nott, Secretary of State, Treasury, promised to keep the matter under review. If the anomaly is not corrected in the 1974 budget, it will doubtless be brought

Back up the builders

Sir—All members of the construction industry must be concerned with the recent Federation of Master Builders' statement "an expansion programme for construction." Indeed many members would wish they had said it many years ago. My profession for example: the evidence was there.

We must, however, be glad the builders have taken the initiative to remind society of its failure to measure up to the performance of most Western nations in resources devoted to an industry concerned with a survival need—better—the expenditure of which will inevitably reveal the degree of our concern for the quality of that survival—civilisation.

Recent encounters with the leaders of two of our main political parties have revealed to me a complete unawareness of the reluctance to invest in better building as shown by the low percentage of GNP devoted to new building in the U.K. compared with other countries. In

Non-executive directors

Sir—Your article of October 26 and the letters you published on November 12 concerning the help outside directors like consultants could bring to a Board lead me to add that many British corporations could also consider taking on their Board at least one Continental professional outside director, to help them with the developments on the Continent. EFTA and Common Market.

U.S. multinational corporations are already opening their Boards in this direction but U.K. companies do not seem to realise yet the value of such Continental expertise on their own Boards. To my knowledge, the Institute of Directors, London, never yet received one request of help to And a Continental as non-executive Board member.

H. F. Tecoz, Le Clos d'en Coulet, 1162 Saint Prix, Switzerland.

Astronomical return

Sir—It was interesting to hear the Minister of Fuel's comments with regard to insulation and the fact that if all houses were adequately insulated we would solve the fuel crisis overnight.

When one considers that by installing cavity wall insulation an average fuel saving of 25 per cent. is effected immediately, it is not time that some form of legislation was introduced to make cavity wall insulation compulsory as has been done with roof insulation. If some of the

This is the age of reclaimables

Sir—While I sympathise with Friends of the Earth with regard to packaging, the concept of total scrap reclamation (TSR) covers a much wider field than that described by Richard Sandbrook (November 16). In any case, firms have a strong and logical case for their packaging policies, wasteful and unnecessary as these may seem to certain groups.

My case is simply this: every week we throw away millions of tons of valuable materials: metal, plastic, glass, paper, and other valuable organic and inorganic substances. It has been proved in the U.S. that such scrap—industrial and domestic—can be recycled or prepared for recycling profitably in custom-built plant. Yet no one in the U.K. has taken a serious look to what would undoubtedly be a useful investment.

A spokesman for the 600 Group told me that his company is not interested in TSR, although "sooner or later it's got to come." He added that scrap container waste "not used to perform a public service." I take his point, but I'm not suggesting they should be. Unhappily, his comment reflects the prejudice with which we view the essential activities of refuse collection, waste disposal, sewage treatment, effluent control, etc.

These activities can and should be seen as a sound and profitable industry, not as a social service. This would not be such a revolutionary step for those industrialists already selling certain products for recycling. But the domestic situation is quite different.

Local authorities would have to revise drastically their present thinking and organisation with regard to waste disposal. They would have to conduct a feasibility study and, on the basis of these studies, commission the design and manufacture of appropriate TSR units. They would have to educate millions of householders and small business proprietors in the initial

No tax on knowledge

Sir—The further assurance by Mr. Terence Higgins (November 15) that the Chancellor has no plans to impose VAT on periodicals or newspapers is most welcome.

In spite of this assurance the publishing industry remains concerned that the Harmonisation Committee moves towards achieving the recommended abolition of fiscal frontiers there could be compromise within the Council of Ministers resulting in the eventual introduction of VAT.

I would suggest that the British representatives in Europe should take a stand in both Committee and in the Council of Ministers that any harmonisation of VAT for newspapers, periodicals and books should be on the basis "Europe harmonising on Britain not Britain on Europe."

Such a stand would ensure that, not only in Britain, but throughout Europe there was "no tax on knowledge." This suggestion has been put to a number of the periodical publishing associations in Europe and not unexpectedly has much support. David Burnett, Director General, Periodical Publishers Association, Imperial House, Kingsway, W.C.2.

Uses for shale

Sir—Recent Press discussion of the coal industry, and its future contribution to energy resources, has overlooked its potential as a source of minerals other than coal, and the wider economic effects flowing from this. Although not yet exploited, coal collieries are suitable raw materials for aluminium and iron production, and the mines thus contain virtually inexhaustible reserves of aluminium ore and important reserves of iron ore. Estimated future requirements of coal, steel and aluminium could be met by an annual output of 100m. tons of shale and upwards of 150m. tons of coal. Since both minerals can be

More bread for bread

Sir—I believe that the more than 5 per cent. cost of a loaf of bread is not to the rise in flour costs, costs, cost of living via a vi increases etc. Yet the Price Commission has seen fit to the rise in price.

I sincerely believe that it is gradually going out of fashion with diets and it used less by the average. Market research actually states that the Thrift Price Commission have cleared an increase of price for a basic food product which simply selling less and the more made more exp to the consumer in order manufacturers can reach even higher in their prices. With the ever increasing domestic animal production, such manufacturers notably Spillers, are not too concerned about profits across the board.

If, however, the P.C. is gradually going out of fashion with diets and it used less by the average. Market research actually states that the Thrift Price Commission have cleared an increase of price for a basic food product which simply selling less and the more made more exp to the consumer in order manufacturers can reach even higher in their prices. With the ever increasing domestic animal production, such manufacturers notably Spillers, are not too concerned about profits across the board.

I have estimated that a man's visit to his nearest I slightly prefer, however another Sedgfield's

total of seven successes Sedgfield's two-mile course, and he will be at odds to gain his eighth v. (12.45) there this afternoon I slightly prefer, however another Sedgfield's

TV/Radio

* Indicates programme in black and white.

BBC 1
9.15 a.m. For Schools, Colleges.
12.30 p.m. Xmas Zing! News.
1.30 p.m. 1.30 News. 1.00 Peppie Mill at One. 1.45 Rastrelle. 2.02 For Schools, Colleges. 2.45 Family Fare. 2.55 A Funny Thing...
3.00 p.m. Xmas Zing! News.
3.30 p.m. 3.30 News. 3.00 Peppie Mill at One. 1.45 Rastrelle. 2.02 For Schools, Colleges. 2.45 Family Fare. 2.55 A Funny Thing...
3.00 p.m. Xmas Zing! News.
3.30 p.m. 3.30 News. 3.00 Peppie Mill at One. 1.45 Rastrelle. 2.02 For Schools, Colleges. 2.45 Family Fare. 2.55 A Funny Thing...
3.00 p.m. Xmas Zing! News.
3.30 p.m. 3.30 News. 3.00 Peppie Mill at One. 1.45 Rastrelle. 2.02 For Schools, Colleges. 2.45 Family Fare. 2.55 A Funny Thing...

F.T. CROSSWORD PUZZLE No. 2,331

Crossword puzzle grid with clues:

ACROSS
1 Dupes take trip to hospital (4)
3 Badly treated sailor at second hand (6)
9 Nighting officer with debts (8)
10 Fiery weapon gets no prize in Scotland (4)
11 Don't make so many appointments with no time specified (8)
12 One who gets the wind up using telephone (6)
14 Come out by chance on river (5, 5)
18 Comic writer from Kings (4, 4)
22 Sumner with chance to win a fortune (6)
24 Served had somehow become a clerk (8)
26 Served a prison sentence protected from frost (6)
27 Bath from the pen of an English king (2, 6)

DOWN
5 Speculator remaining for roulette direction (4, 4)
7 Loyal supporter made to start law breaking (5)
8 Herd came and upset the diplomatic move (8)
13 Very much distant in more than one way (3, 3, 4)
15 Straight up green to one western state (8)
16 Large scale dust-up (8)
17 Poor line needs mixing by way of introduction (8)
19 Exploratory of medium interest (6)
20 Sympathetic person of very good rank (6)
21 Dog carried by airline with broken leg (6)

SOLUTION TO PUZZLE No. 2,330

Solution to puzzle No. 2,330:

ACROSS
1 DUPES
3 SAILOR
9 NIGHTING
10 SCOTCH
11 APPOINTMENTS
12 WINDUP
14 RIVER
18 KINGS
22 FORTUNE
24 CLERK
26 PRISON
27 BATH

DOWN
5 SPECULATOR
7 SUPPORTER
8 HERD
13 DISTANT
15 GREEN
16 DUSTUP
17 MIXING
19 EXPLORATORY
20 SYMPATHETIC
21 DOG

Racing

by DOMINIC WIGAN

THE ONLY runner seriously backed to beat Bula at Lingfield a fortnight ago was Irish Flaming, but he finished tailed off in eighth place. He comes again at Sandown on Saturday, and in the absence of Real Sharp, I expect him to make up for that disappointing run by winning the Petworth Novices' chase (2.30). Irish Flaming, who is trained by Bob Turpin and ridden by his son Andy, made a mistake at the third fence in the Lingfield trial, and from that point onwards steadily lost ground to the leaders. However, he had previously put up an impressive display when outpacing nine others in a similar event here and think he will be 400 fast for July Boy.

Earlier in the afternoon, Miss Aureole Sinclair, who trains at Leves, not far from Fontwell, was the Bury Handicap, a "chase" (1.30). This reliable horse, by Crockett out of Street

Events

PARLIAMENTARY BUSINESS—
House of Commons: Statutory Corporations (Financial Provisions Bill), second reading. Mr. D. P. F. (Chairman, Mr. D. P. F.)
House of Lords: Lord Balfour—debate on Statutory Corporations (Financial Provisions Bill), second reading. Lord Balfour (Chairman, Mr. D. P. F.)

Transport Links Between Britain and the Continent

The second of a series of conferences organised by the Transport Links Between Britain and the Continent Committee, will be held at the Royal Lancaster Hotel, W.2, from 9.45 a.m. to 1.15 p.m. on Wednesday, November 22. The chairman is Lord Shackleton, Director General of the Royal Lancaster Hotel. Other speakers are: Prof. M. J. Wise, Professor of Economics and Political Science, University of Cambridge; Mr. David McClelland, Director of the British Railways Board; Mr. L. L. Baker, Managing Director of the British Road Transport Federation; Mr. T. D. Keegan, Chairman, British Air Ferries; and Mr. R. C. W. (Chairman, Mr. R. C. W.)

Capital Radio

559m and 95.8 VHF
6.00 a.m. Dave Symonds and Mandy. 6.30 a.m. The Morning Show presented by David J. 7.00 a.m. The Morning Show presented by David J. 7.30 a.m. The Morning Show presented by David J. 8.00 a.m. The Morning Show presented by David J. 8.30 a.m. The Morning Show presented by David J. 9.00 a.m. The Morning Show presented by David J. 9.30 a.m. The Morning Show presented by David J. 10.00 a.m. The Morning Show presented by David J. 10.30 a.m. The Morning Show presented by David J. 11.00 a.m. The Morning Show presented by David J. 11.30 a.m. The Morning Show presented by David J. 12.00 a.m. The Morning Show presented by David J. 12.30 a.m. The Morning Show presented by David J. 1.00 a.m. The Morning Show presented by David J. 1.30 a.m. The Morning Show presented by David J. 2.00 a.m. The Morning Show presented by David J. 2.30 a.m. The Morning Show presented by David J. 3.00 a.m. The Morning Show presented by David J. 3.30 a.m. The Morning Show presented by David J. 4.00 a.m. The Morning Show presented by David J. 4.30 a.m. The Morning Show presented by David J. 5.00 a.m. The Morning Show presented by David J. 5.30 a.m. The Morning Show presented by David J. 6.00 a.m. The Morning Show presented by David J. 6.30 a.m. The Morning Show presented by David J. 7.00 a.m. The Morning Show presented by David J. 7.30 a.m. The Morning Show presented by David J. 8.00 a.m. The Morning Show presented by David J. 8.30 a.m. The Morning Show presented by David J. 9.00 a.m. The Morning Show presented by David J. 9.30 a.m. The Morning Show presented by David J. 10.00 a.m. The Morning Show presented by David J. 10.30 a.m. The Morning Show presented by David J. 11.00 a.m. The Morning Show presented by David J. 11.30 a.m. The Morning Show presented by David J. 12.00 a.m. The Morning Show presented by David J. 12.30 a.m. The Morning Show presented by David J. 1.00 a.m. The Morning Show presented by David J. 1.30 a.m. The Morning Show presented by David J. 2.00 a.m. The Morning Show presented by David J. 2.30 a.m. The Morning Show presented by David J. 3.00 a.m. The Morning Show presented by David J. 3.30 a.m. The Morning Show presented by David J. 4.00 a.m. The Morning Show presented by David J. 4.30 a.m. The Morning Show presented by David J. 5.00 a.m. The Morning Show presented by David J. 5.30 a.m. The Morning Show presented by David J. 6.00 a.m. The Morning Show presented by David J. 6.30 a.m. The Morning Show presented by David J. 7.00 a.m. The Morning Show presented by David J. 7.30 a.m. The Morning Show presented by David J. 8.00 a.m. The Morning Show presented by David J. 8.30 a.m. The Morning Show presented by David J. 9.00 a.m. The Morning Show presented by David J. 9.30 a.m. The Morning Show presented by David J. 10.00 a.m. The Morning Show presented by David J. 10.30 a.m. The Morning Show presented by David J. 11.00 a.m. The Morning Show presented by David J. 11.30 a.m. The Morning Show presented by David J. 12.00 a.m. The Morning Show presented by David J. 12.30 a.m. The Morning Show presented by David J. 1.00 a.m. The Morning Show presented by David J. 1.30 a.m. The Morning Show presented by David J. 2.00 a.m. The Morning Show presented by David J. 2.30 a.m. The Morning Show presented by David J. 3.00 a.m. The Morning Show presented by David J. 3.30 a.m. The Morning Show presented by David J. 4.00 a.m. The Morning Show presented by David J. 4.30 a.m. The Morning Show presented by David J. 5.00 a.m. The Morning Show presented by David J. 5.30 a.m. The Morning Show presented by David J. 6.00 a.m. The Morning Show presented by David J. 6.30 a.m. The Morning Show presented by David J. 7.00 a.m. The Morning Show presented by David J. 7.30 a.m. The Morning Show presented by David J. 8.00 a.m. The Morning Show presented by David J. 8.30 a.m. The Morning Show presented by David J. 9.00 a.m. The Morning Show presented by David J. 9.30 a.m. The Morning Show presented by David J. 10.00 a.m. The Morning Show presented by David J. 10.30 a.m. The Morning Show presented by David J. 11.00 a.m. The Morning Show presented by David J. 11.30 a.m. The Morning Show presented by David J. 12.00 a.m. The Morning Show presented by David J. 12.30 a.m. The Morning Show presented by David J. 1.00 a.m. The Morning Show presented by David J. 1.30 a.m. The Morning Show presented by David J. 2.00 a.m. The Morning Show presented by David J. 2.30 a.m. The Morning Show presented by David J. 3.00 a.m. The Morning Show presented by David J. 3.30 a.m. The Morning Show presented by David J. 4.00 a.m. The Morning Show presented by David J. 4.30 a.m. The Morning Show presented by David J. 5.00 a.m. The Morning Show presented by David J. 5.30 a.m. The Morning Show presented by David J. 6.00 a.m. The Morning Show presented by David J. 6.30 a.m. The Morning Show presented by David J. 7.00 a.m. The Morning Show presented by David J. 7.30 a.m. The Morning Show presented by David J. 8.00 a.m. The Morning Show presented by David J. 8.30 a.m. The Morning Show presented by David J. 9.00 a.m. The Morning Show presented by David J. 9.30 a.m. The Morning Show presented by David J. 10.00 a.m. The Morning Show presented by David J. 10.30 a.m. The Morning Show presented by David J. 11.00 a.m. The Morning Show presented by David J. 11.30 a.m. The Morning Show presented by David J. 12.00 a.m. The Morning Show presented by David J. 12.30 a.m. The Morning Show presented by David J. 1.00 a.m. The Morning Show presented by David J. 1.30 a.m. The Morning Show presented by David J. 2.00 a.m. The Morning Show presented by David J. 2.30 a.m. The Morning Show presented by David J. 3.00 a.m. The Morning Show presented by David J. 3.30 a.m. The Morning Show presented by David J. 4.00 a.m. The Morning Show presented by David J. 4.30 a.m. The Morning Show presented by David J. 5.00 a.m. The Morning Show presented by David J. 5.30 a.m. The Morning Show presented by David J. 6.00 a.m. The Morning Show presented by David J. 6.30 a.m. The Morning Show presented by David J. 7.00 a.m. The Morning Show presented by David J. 7.30 a.m. The Morning Show presented by David J. 8.00 a.m. The Morning Show presented by David J. 8.30 a.m. The Morning Show presented by David J. 9.00 a.m. The Morning Show presented by David J. 9.30 a.m. The Morning Show presented by David J. 10.00 a.m. The Morning Show presented by David J. 10.30 a.m. The Morning Show presented by David J. 11.00 a.m. The Morning Show presented by David J. 11.30 a.m. The Morning Show presented by David J. 12.00 a.m. The Morning Show presented by David J. 12.30 a.m. The Morning Show presented by David J. 1.00 a.m. The Morning Show presented by David J. 1.30 a.m. The Morning Show presented by David J. 2.00 a.m. The Morning Show presented by David J. 2.30 a.m. The Morning Show presented by David J. 3.00 a.m. The Morning Show presented by David J. 3.30 a.m. The Morning Show presented by David J. 4.00 a.m. The Morning Show presented by David J. 4.30 a.m. The Morning Show presented by David J. 5.00 a.m. The Morning Show presented by David J. 5.30 a.m. The Morning Show presented by David J. 6.00 a.m. The Morning Show presented by David J. 6.30 a.m. The Morning Show presented by David J. 7.00 a.m. The Morning Show presented by David J. 7.30 a.m. The Morning Show presented by David J. 8.00 a.m. The Morning Show presented by David J. 8.30 a.m. The Morning Show presented by David J. 9.00 a.m. The Morning Show presented by David J. 9.30 a.m. The Morning Show presented by David J. 10.00 a.m. The Morning Show presented by David J. 10.30 a.m. The Morning Show presented by David J. 11.00 a.m. The Morning Show presented by David J. 11.30 a.m. The Morning Show presented by David J. 12.00 a.m. The Morning Show presented by David J. 12.30 a.m. The Morning Show presented by David J. 1.00 a.m. The Morning Show presented by David J. 1.30 a.m. The Morning Show presented by David J. 2.00 a.m. The Morning Show presented by David J. 2.30 a.m. The Morning Show presented by David J. 3.00 a.m. The Morning Show presented by David J. 3.30 a.m. The Morning Show presented by David J. 4.00 a.m. The Morning Show presented by David J. 4.30 a.m. The Morning Show presented by David J. 5.00 a.m. The Morning Show presented by David J. 5.30 a.m. The Morning Show presented by David J. 6.00 a.m. The Morning Show presented by David J. 6.30 a.m. The Morning Show presented by David J. 7.00 a.m. The Morning Show presented by David J. 7.30 a.m. The Morning Show presented by David J. 8.00 a.m. The Morning Show presented by David J. 8.30 a.m. The Morning Show presented by David J. 9.00 a.m. The Morning Show presented by David J. 9.30 a.m. The Morning Show presented by David J. 10.00 a.m. The Morning Show presented by David J. 10.30 a.m. The Morning Show presented by David J. 11.00 a.m. The Morning Show presented by David J. 11.30 a.m. The Morning Show presented by David J. 12.00 a.m. The Morning Show presented by David J. 12.30 a.m. The Morning Show presented by David J. 1.00 a.m. The Morning Show presented by David J. 1.30 a.m. The Morning Show presented by David J. 2.00 a.m. The Morning Show presented by David J. 2.30 a.m. The Morning Show presented by David J. 3.00 a.m. The Morning Show presented by David J. 3.30 a.m. The Morning Show presented by David J. 4.00 a.m. The Morning Show presented by David J. 4.30 a.m. The Morning Show presented by David J. 5.00 a.m. The Morning Show presented by David J. 5.30 a.m. The Morning Show presented by David J. 6.00 a.m. The Morning Show presented by David J. 6.30 a.m. The Morning Show presented by David J. 7.00 a.m. The Morning Show presented by David J. 7.30 a.m. The Morning Show presented by David J. 8.00 a.m. The Morning Show presented by David J. 8.30 a.m. The Morning Show presented by David J. 9.00 a.m. The Morning Show presented by David J. 9.30 a.m. The Morning Show presented by David J. 10.00 a.m. The Morning Show presented by David J. 10.30 a.m. The Morning Show presented by David J. 11.00 a.m. The Morning Show presented by David J. 11.30 a.m. The Morning Show presented by David J. 12.00 a.m. The Morning Show presented by David J. 12.30 a.m. The Morning Show presented by David J. 1.00 a.m. The Morning Show presented by David J. 1.30 a.m. The Morning Show presented by David J. 2.00 a.m. The Morning Show presented by David J. 2.30 a.m. The Morning Show presented by David J. 3.00 a.m. The Morning Show presented by David J. 3.30 a.m. The Morning Show presented by David J. 4.00 a.m. The Morning Show presented by David J. 4.30 a.m. The Morning Show presented by David J. 5.00 a.m. The Morning Show presented by David J. 5.30 a.m. The Morning Show presented by David J. 6.00 a.m. The Morning Show presented by David J. 6.30 a.m. The Morning Show presented by David J. 7.00 a.m. The Morning Show presented by David J. 7.30 a.m. The Morning Show presented by David J. 8.00 a.m. The Morning Show presented by David J. 8.30 a.m. The Morning Show presented by David J. 9.00 a.m. The Morning Show presented by David J. 9.30 a.m. The Morning Show presented by David J. 10.00 a.m. The Morning Show presented by David J. 10.30 a.m. The Morning Show presented by David J. 11.00 a.m. The Morning Show presented by David J. 11.30 a.m. The Morning Show presented by David J. 12.00 a.m. The Morning Show presented by David J. 12.30 a.m. The Morning Show presented by David J. 1.00 a.m. The Morning Show presented by David J. 1.30 a.m. The Morning Show presented by David J. 2.00 a.m. The Morning Show presented by David J. 2.30 a.m. The Morning Show presented by David J. 3.00 a.m. The Morning Show presented by David J. 3.30 a.m. The Morning Show presented by David J. 4.00 a.m. The Morning Show presented by David J. 4.30 a.m. The Morning Show presented by David J. 5.00 a.m. The Morning Show presented by David J. 5.30 a.m. The Morning Show presented by David J. 6.00 a.m. The Morning Show presented by David J. 6.30 a.m. The Morning Show presented by David J. 7.00 a.m. The Morning Show presented by David J. 7.30 a.m. The Morning Show presented by David J. 8.00 a.m. The Morning Show presented by David J. 8.30 a.m. The Morning Show presented by David J. 9.00 a.m. The Morning Show presented by David J. 9.30 a.m. The Morning Show presented by David J. 10.00 a.m. The Morning Show presented by David J. 10.30 a.m. The Morning Show presented by David J. 11.00 a.m. The Morning Show presented by David J. 11.30 a.m. The Morning Show presented by David J. 12.00 a.m. The Morning Show presented by David J. 12.30 a.m. The Morning Show presented by David J. 1.00 a.m. The Morning Show presented by David J. 1.30 a.m. The Morning Show presented by David J. 2.00 a.m. The Morning Show presented by David J. 2.30 a.m. The Morning Show presented by David J. 3.00 a.m. The Morning Show presented by David J. 3.30 a.m. The Morning Show presented by David J. 4.00 a.m. The Morning Show presented by David J. 4.30 a.m. The Morning Show presented by David J. 5.00 a.m. The Morning Show presented by David J. 5.30 a.m. The Morning Show presented by David J. 6.00 a.m. The Morning Show presented by David J. 6.30 a.m. The Morning Show presented by David J. 7.00 a.m. The Morning Show presented by David J. 7.30 a.m. The Morning Show presented by David J. 8.00 a.m. The Morning Show presented by David J. 8.30 a.m. The Morning Show presented by David J. 9.00 a.m. The Morning Show presented by David J. 9.30 a.m. The Morning Show presented by David J. 10.00 a.m. The Morning Show presented by David J. 10.30 a.m. The Morning Show presented by David J. 11.00 a.m. The Morning Show presented by David J. 11.30 a.m. The Morning Show presented by David J. 12.00 a.m. The Morning Show presented by David J. 12.30 a.m. The Morning Show presented by David J. 1.00 a.m. The Morning Show presented by David J. 1.30 a.m. The Morning Show presented by David J. 2.00 a.m. The Morning Show presented by David J. 2.30 a.m. The Morning Show presented by David J. 3.00 a.m. The Morning Show presented by David J. 3.30 a.m. The Morning Show presented by David J. 4.00 a.m. The Morning Show presented by David J. 4.30 a.m. The Morning Show presented by David J. 5.00 a.m. The Morning Show presented by David J. 5.30 a.m. The Morning Show presented by David J. 6.00 a.m. The Morning Show presented by David J. 6.30 a.m. The Morning Show presented by David J. 7.00 a.m. The Morning Show presented by David J. 7.30 a.m. The Morning Show presented by David J. 8.00 a.m. The Morning Show presented by David J. 8.30 a.m. The Morning Show presented by David J. 9.00 a.m. The Morning Show presented by David J. 9.30 a.m. The Morning Show presented by David J. 10.00 a.m. The Morning Show presented by David J. 10.30 a.m. The Morning Show presented by David J. 11.00 a.m. The Morning Show presented by David J. 11.30 a.m. The Morning Show presented by David J. 12.00 a.m. The Morning Show presented by David J. 12.30 a.m. The Morning Show presented by David J. 1.00 a.m. The Morning Show presented by David J. 1.30 a.m. The Morning Show presented by David J. 2.00 a.m. The Morning Show presented by David J. 2.30 a.m. The Morning Show presented by David J. 3.00 a.m. The Morning Show presented by David J. 3.30 a.m. The Morning Show presented by David J. 4.00 a.m. The Morning Show presented by David J. 4.30 a.m. The Morning Show presented by David J. 5.00 a.m. The Morning Show presented by David J. 5.30 a.m. The Morning Show presented by David J. 6.00 a.m. The Morning Show presented by David J. 6.30 a.m. The Morning Show presented by David J. 7.00 a.m. The Morning Show presented by David J. 7.30 a.m. The Morning Show presented by David J. 8.00 a.m. The Morning Show presented by David J. 8.30 a.m. The Morning Show presented by David J. 9.00 a.m. The Morning Show presented by David J. 9.30 a.m. The Morning Show presented by David J. 10.00 a.m. The Morning Show presented by David J. 10.30 a.m. The Morning Show presented by David J. 11.00 a.m. The Morning Show presented by David J. 11.30 a.m. The Morning Show presented by David J. 12.00 a.m. The Morning Show presented by David J. 12.30 a.m. The Morning Show presented by David J. 1.00 a.m. The Morning Show presented by David J. 1.30 a.m. The Morning Show presented by David J. 2.00 a.m. The Morning Show presented by David J. 2.30 a.m. The Morning Show presented by David J. 3.00 a.m. The Morning Show presented by David J. 3.30 a.m. The Morning Show presented by David J. 4.00 a.m. The Morning Show presented by David J. 4.30 a.m. The Morning Show presented by David J. 5.00 a.m. The Morning Show presented by David J. 5.30 a.m. The Morning Show presented by David J. 6.00 a.m. The Morning Show presented by David J. 6.30 a.m. The Morning Show presented by David J. 7.00 a.m. The Morning Show presented by David J. 7.30 a.m. The Morning Show presented by David J. 8.00 a.m. The Morning Show presented by David J. 8.30 a.m. The Morning Show presented by David J. 9.00 a.m. The Morning Show

WORLD TRADE NEWS

THE GATT TEXTILES AGREEMENT

Certain division, no accord

BY DICK WILSON



M. Olivier Long: his problem is to steamroller an agreement.

A STRONG possibility has arisen that the deadline set by the Gatt for the conclusion by December 31 of a new Long-Term Arrangement (LTA) covering world trade in man-made fibres and wool as well as cotton textiles will not be met. Delegates from major importing and exporting nations this month debated a new draft agreement, prepared by the Gatt Secretariat, but little progress was made.

Differences over the precise powers and composition of the Textiles Surveillance Body kept delegations apart. And the unfortunate EEC negotiators were once more unable to bring a firm mandate from a hard-pressed Council of Ministers. If the Community has still failed to resolve its internal differences over textile policy by the first week of December when the Textiles Committee meets again for what is hoped will be the final round of negotiation, it may be necessary to postpone the pact yet again. The major exporters and importers have already protested their commercial interests by extending existing bilateral agreements into 1974.

The 1974 EEC scheme of so-called GSP tariff preferences for developing countries, for instance, will incorporate the old LTA provisions. This is because the GSP preference for textile products is limited to LTA signatories only. France had apparently wanted a six-month extension, but the Germans and others in the EEC successfully argued that it would be a gross administrative inconvenience to change what are already complex import regulations in mid-year. But most textile exporters do not see a repetition of this, because it offers so big a loophole by which the importing countries can evade the rules of the main agreement.

There are three major areas of disagreement still to be cleared away in the 21-page draft which was prepared for last week's meeting by the Gatt Secretariat. One is the freedom given in the draft Article 4(2) for an importing and exporting country to make their own deals on textile restraint outside the framework of the MLTA, as long as they are consistent with the MLTA's basic principles.

Another thorny problem is the new entrants, especially in the synthetic field. As the India Textile Commissioner explained, whereas India now has

only one major synthetic plant serving principally the domestic market, it hopes within two or three years to commission more plant with a view to exporting. If India's quotas were to be based on past performance, they would be very low indeed. The same apprehension is felt by Brazil, Mexico and other Latin producers.

Article 6 of the new Gatt draft deals fairly with this problem, withdrawing the criterion of past performance for new entrants' quotas and according them a high growth rate, provided that it does not "seriously discriminate against established suppliers such as Korea and Hong Kong." The difficulty remains in interpreting these acceptable, but vague principles.

The largest bone of contention certainly is the Textiles Surveillance Body (TBS). The Gatt and the developing countries are delighted that the U.S., EEC and Japan have accepted the innovation in principle, but there is no consensus on how exactly it should work. For one thing the TBS may only make recommendations, and governments are merely asked to "endeavour to accept in full" its recommendations. Should it consist of diplomats or experts? (The exporters would like the latter, the importers the former.) Should it proceed by majority or unanimity? How big should it be? How fast should its membership rotate?

These questions were asked in Geneva but not definitively answered. Some of the supplying countries also felt that the duty of the TBS to undertake annual reviews not only of the textile trade trends would also detract from its real function of adjudicating disputes. If the two parties to a dispute over textile market disruption cannot agree between themselves, their dispute goes to the TBS. But the aggrieved party can ignore the TBS recommendations, and only then the other country can only

WHEREVER

it's a question of numbers, words, data and information handling, Olivetti is there. In the office and in the factory, in banks, in schools, in airports and in railway stations, in hotels and in department stores, in government offices, and in all public services. The Olivetti organization reaches every country in the world.

IN GREAT BRITAIN

we are on home ground. Our sales organization in this country has over 50 sales and service branches and a network of agents and dealers, with service centres in every main town. We have teams of specialists to help customers find the most suitable solution to their problems, and use our machines and systems to the best advantage.

IN THE WORLD OF NUMBERS

we are at home. Calculators have been our business for forty years. We created the world-wide market for printing calculators in which we are in a leading position. We also built-up the market for microcomputers. We produce a complete range of models, from the simplest adding machines to electronic calculators for technical and scientific applications. We present the new

LOGOS 50/60 ELECTRONIC PRINTING CALCULATORS

Their exceptional range of capabilities and functional design bring a new standard of efficiency to office calculators. The latest developments in electronic technology, a highly advanced print mechanism and a buffered keyboard, make the new Logos a truly professional range of electronic printing calculators. Stringent quality control throughout manufacture ensures that a Logos calculator is a highly productive investment lasting for many years.

olivetti

BOC welding exhibits displayed in Tokyo

BY CHARLES SMITH, FAR EAST EDITOR

A TECHNIQUE for underwater welding which could cut the cost of building giant tankers is being demonstrated by the British Oxygen Company at the advanced welding exhibition which opened today at the British Export Marketing Centre in Tokyo.

The technique has so far been used for the repair of rigs in the Gulf and in the Norwegian sector of the North Sea. British Oxygen says it could also be used for bridge building, and eliminating the need for the construction of concrete caissons for underwater operations.

In the shipbuilding industry, underwater welding has yet to receive the approval of Lloyd's and other ship registration authorities.

However, BOC points out that when the process is approved, it will make possible a huge saving of time and money. Most giant tankers now built in Japan are constructed in two halves and then welded in dry dock.

Underwater welding is one of a dozen or so advanced techniques which will be on display at the exhibition, which is being shown at the Marketing Centre. Exhibitors include Cambridge Vacuum, which is already selling its electron beam welding process in Japan, the University of Birmingham and the engineering division of the Harwell Atomic Energy Research Establishment.

Many of the techniques on

show are being offered for licensing to Japanese buyers over the next two or three years. BOC hopes to sell its underwater welding technique as a complete service (including trained welders) to Japanese buyers, but believes that there may eventually be a case for a joint venture with a Japanese company to operate the service.

The welding exhibition follows two earlier exhibitions at the British Marketing Centre since the Centre's opening in September, both of which were apparently highly successful in promoting sales to Japan. After the first devoted to marine equipment—ten exhibiting companies predicted sales worth just

TOKYO, Nov. 20

over \$1m. for their companies over the next one or two years while the Director of the Industry Association has forecast a five-fold overall increase in sales of marine equipment to Japan from the present level of around \$25m. a year.

Furniture manufacturers who took part in an exhibition early in November sold all their exhibits in one day and expect to make another £250,000-worth of sales over the next year. Since Britain's furniture exports to Japan were previously running at only some £300,000-worth a year, this amounts to the virtual doubling of exports. A second exhibition of furniture is due to be held early next year.

Computer industry 'relies on imports of peripherals'

BY CHRISTOPHER LORENZ

CRITICISMS OF the Government's computer industry support programme is likely to be reinforced by today's disclosure of the extent to which U.K. computer manufacturers are increasingly relying on imported peripheral equipment.

The proportion of factored deliveries by U.K. computer manufacturers increased more than 10 per cent in 1972 to 43 per cent, according to the statistical review of the electronics industry (EDC) of the National Economic Development Office (NEDO). Almost all the factored equipment is imported.

Peripherals are becoming an increasingly important part of the computer industry, as evidenced by EDC figures showing they accounted for 35 per cent of computer equipment deliveries last year, against 31 per cent in 1970.

The ratio of factored to home-produced data transmission equipment increased more rapidly, from 17 per cent in 1970 to 38 per cent in 1972. In contrast, the proportion of factored digital computing equipment fell from 34 per cent to 20. A further 10 in provincial towns, are to be added to the chain in the next few months.

Technology and the National Electronics Council have recently demanded more Government aid for the peripherals industry.

In its recent medium-term review the EDC itself echoed this concern, though it stopped short of an immediate call for more aid.

The EDC statistical review deals at length with every sector

of the electronics industry, and the 1972 edition will be of particular value.

The survey shows that total sales by the industry rose by 17 per cent in 1972 to £1,521m. at current prices. This high growth rate nearly matched the expansion prior to the 1971 recession, though many of the 1972 figures have a higher inflationary component.

UDT to open three new London moneycentres

BY MICHAEL BLANDEN

A FURTHER considerable expansion in its money shop operations has been announced by United Dominions Trust, the banking and finance group.

Three new "moneycentres" are to be opened by the group in the London area on Friday. The new shops, in Shepherd's Bush, Wood Green and Clarendon Road, will bring the total number of UDT moneycentres in operation to 20. A further 10 in provincial towns, are to be added to the chain in the next few months.

The move indicates the success of the group's initial experiment in the money shop area, bringing it into direct competition with the big banks for personal banking and deposit business.

The first UDT moneycentre was opened in April last year. After the success of the initial venture, the decision was taken early this year to expand the network in the provinces and also in the London area, where there are now moneycentres in Romford, Ilford and Croydon.

NatWest personal loans at 9%

By Michael Blenden

NATIONAL WESTMINSTER Bank has decided to increase the rate of interest on new fixed rate personal loans from 7½ per cent to 9 per cent flat, equivalent to a true rate of around 17½ per cent.

The move is a further reaction to last week's sharp jump in overdraft rates which, with the bank's base rates at 13 per cent, has meant private customers are paying up to 18 per cent for overdrafts.

It forms part of a general revision of the NatWest interest rate structure in which the bank has brought the rate on deposit accounts above £10,000 into line with other banks at 11½ per cent (below this level the rate is still frozen at 9½ per cent).

Other rate changes include rates of 2 per cent in business development and home improvement loans to 8 per cent secured and 9½ per cent unsecured—and in farm development loans to 8 per cent secured and 9 per cent unsecured.

Some Tyne port charges to rise 20%

PORT OF TYNE Authority is putting up some charges by as much as 20 per cent from January 1 to meet increased labour costs. Many other charges will continue to be pegged at their present levels.

The increases are being levied mainly on cargo handling and meet the Phase Three requirements of the Government's pay and prices policy. It is estimated they will increase by just under 5 per cent the port's annual revenue.

Tyne Pilotage Authority is a Trinity House, Newcastle-based authority of pilots at Seaham, Whitley, Amble and Holy Island—have formally applied to the Department of Trade and Industry for approval for a 6½ per cent increase in pilotage rate to bring pilots' pay into line with the recent award to Merchant Navy officers.

NEW BRANCH FOR HILL SAMUEL

Hill Samuel to-day opens new offices in Birmingham with ground-floor banking hall, the first retail banking service introduced by a merchant bank in the Midlands.

Saleroom

A MOTTLED Celadon and emerald green jade vase and cover was sold at Christie's yesterday for 11,000 guineas to a London dealer, Wong Hong Ming. The vase, 10½ inches high, brought the top price in the sale of Chinese jade and hardstone carvings, which totalled £214,463.

A spinach-green jade arrow vase and cover, 9½ inches high and dating Chien Lung dynasty, sold to a private buyer for 8,000 gns, while an imperial spinach-green jade incense burner and cover went to Spink for 7,500 gns. A white jade group of the laughing twins and a pale Celadon jade box and cover, both from the Chien Lung dynasty, each sold for 6,500 gns to private buyers and a large spinach-green shallow bowl was bought privately for 5,500 gns.

Clayton paid 5,200 gns. for a spinach-green jade koro and cover, and a group of three translucent sea-green jade figurines of standing maidens carved by the artist R. Hartman for 4,500 gns. Christie's opened their series of sales at the Hotel Richmond in Geneva with a sale of paintings, drawings, watercolours and sculpture by 20th century Swiss artists. It totalled £133,399. The top price was £10,666, paid for a study for "Regard dans l'Infini" by Ferdinand Hodler. A study for "La mere Royaume" by the same artist sold for £5,660. "Paysage Bleu" by Hans Gubler sold for £5,333. A magnificent imperial Russian egg clock, known as the Cuckoo Egg, by Fabergé was sold by Christie's in Geneva for £83,666 to Wartski. The egg, in gold enamel and jewels, was presented to Alexandra Feodorovna by Nicholas II. The sale of Fabergé Russian objects of art, art deco and antique jewellery totalled £340,597. A Fabergé rectangular silver cigarette box enamelled in yellow and blue, the racing colours of the Rothschild family, sold for £16,000 to a private buyer. The box was made for Leopold de Rothschild. An art deco mystery clock by

Cartier sold for £12,000 to a private buyer and another mystery clock went for £10,666 to Forder. A Fabergé gold bonbonniere in the form of a table in the Louis XV style went to Wartski for £10,000. The same buyer paid £10,399 for a highly important and rare Fabergé sapphire and diamond brooch.

At Sotheby's a manuscript notebook containing a recently found "tragédie comique" by Shakespeare's Lincolnshire-born contemporary, Thomas Heywood, was sold for £45,000.

The notebook, bought by a New York dealer, was sent for sale by the Marquess of Lothian, at whose home, Melbourne Hall, Derbyshire, it was discovered. It has been hailed as perhaps the most important literary find of the century.

The manuscript made the top price in a sale of autograph letters, historical documents and Tudor and Stuart periods which realised £99,863.

AMER
Ford's
Senate

diana Stan
refinery

ives
test
ance

FREE MORT

CHRISTIANITY

SELSDO

هكذا كانت الامم

AMERICAN NEWS

Ford's nomination passes
Senate committee hurdle

ADRIAN DICKS

GERALD FORD moved a closer to the vacant vice-presidency today when the Rules Committee voted unanimously in favour of his nomination. The next procedural step will be for the committee to file a formal report next week, after the hearing recess, and this is expected to lead to his confirmation next Tuesday.

The House of Representatives Judiciary Committee, which held its hearings several days ago, has not yet reached a timetable for the nomination of Mr. Ford. But while it has been hearing the harshest words against Mr. Ford since the Nixon White House last week, the loose allegations against Mr. Ford's financial record have not been effectively answered.

Mr. Ford's nomination has not been seriously challenged by the committee, but the committee's report will be a critical political record and a qualification for stepping into President Nixon's shoes, if that becomes necessary.

At the House Committee hearings yesterday, Mr. Ford was attacked by several liberal Democratic congressmen for his lack of leadership — though the equally liberal Republican Congressmen rose to his defence.

He was also criticised at some length by Mr. Clarence Mitchell, a veteran civil rights lobbyist, for taking a lukewarm position on major civil rights issues.

Mr. Mitchell said he felt that Mr. Ford "would be fair in generally accepted areas of what is fair, but when it comes to a crunch, when you have to take a stand because it is right, I think he falls short."

One of this has, however, cast serious doubt on the outcome of the hearings, and it now looks as though Mr. Ford will be confirmed before the end of the year.

That will be none too soon to begin the task he has already begun, of trying to rebuild the fraying relationship between the Nixon White House and the rest of the Republican Party in Congress and in the country.

WASHINGTON, Nov. 20

As the President himself concluded his tour of the South today with a visit to the Republican Governors' meeting in Memphis, Tennessee, the Louis Harris Poll reported that the proportion of the American population willing to describe themselves as Republicans has fallen to the all-time low of 25 per cent. This compares with 30 per cent a year ago, and 32 per cent on the eve of President Nixon's first electoral victory in 1968.

During the same period of time the number of people willing to describe themselves as Democrats has slipped from 51 to 47 per cent, while the proportion who prefer to be listed as independents has risen quite sharply from 17 to 25 per cent over the five-year period.

Meanwhile the Senate Watergate Committee, plodding on with its investigations into last year's campaign, is expected to call President Nixon's close friend Mr. Bebe Rebozo and former Treasury Secretary John Connally to testify in public hearings.

Chile Government
cancels voting
registers

BY HUGH O'SHAUGHNESSY, LATIN AMERICA CORRESPONDENT

THE CHILEAN junta yesterday announced the cancellation of all current electoral registers and the start of a new method of drawing up voting lists.

Controversy has meanwhile broken out about the attitude of the Christian Democratic Party of the Allende Government, which has started on an ambitious public relations tour for the junta at the head of an eight-man team. The team will visit 20 countries including Britain.

The Chilean Government has refused to allow a visit from the mission which is expected to encounter demonstrations from people protesting against the massacres which have followed the coup d'état of September 11. The military in Santiago have announced that on Sunday an armed group attempted to blow up an arsenal in the town of Copiapó some 500 miles north of Santiago, while 15 shots were fired at a naval radio station 10 minutes' drive from the centre of the capital.

The cost of living in Chile rose by a record 57.8 per cent last month according to official sources. It is expected that this may be exceeded this month as some of the recent price rises allowed by the junta had not come fully into effect last month.

The Chileans are to hold talks with Bulgaria, Czechoslovakia, China, East Germany, Romania and the Soviet Union about the \$91m. owing to those countries, according to the Central Bank. About \$21m. is due next year and \$20m. in 1975.

According to El Mercurio the Party would seek in an underground fashion to channel discontent about the economy against the armed forces and the carabinieri in an attempt to get an early poll in which the Christian Democrats would emerge with advantage. The parties which participated in Dr. Allende's coalition Government have been discredited. Their assets were sequestered last week.

Mr. Tomic has rebutted the report adding that he expects the Armed Forces to be in power for several years. He said: "I do not share the opinion that this is bad in itself. It can be good. What is more it can be indispensable to make effectively possible the construction of a type of new society, much more just, dynamic and unifying for Chileans."

Mr. Tomic has rebutted the report adding that he expects the Armed Forces to be in power for several years. He said: "I do not share the opinion that this is bad in itself. It can be good. What is more it can be indispensable to make effectively possible the construction of a type of new society, much more just, dynamic and unifying for Chileans."

Mr. Tomic has rebutted the report adding that he expects the Armed Forces to be in power for several years. He said: "I do not share the opinion that this is bad in itself. It can be good. What is more it can be indispensable to make effectively possible the construction of a type of new society, much more just, dynamic and unifying for Chileans."

Mr. Tomic has rebutted the report adding that he expects the Armed Forces to be in power for several years. He said: "I do not share the opinion that this is bad in itself. It can be good. What is more it can be indispensable to make effectively possible the construction of a type of new society, much more just, dynamic and unifying for Chileans."

Vesco 'deal with
Argentina' denied

BUENOS AIRES, Nov. 20

A SPOKESMAN for the Argentine Interior Minister Sr. Benito Llambi denied a report that the Minister had made an arrangement with U.S. financier Mr. Robert Vesco concerning extradition.

The Wall Street Journal said sources in Buenos Aires asserted that the Minister had assured Mr. Vesco that any attempt to extradite him from Argentina if he moved there would be denied. The Interior Ministry spokes-

man said the Minister had never met with Mr. Vesco nor made any such assurances. The financier is now under \$75,000 bail in the Bahamas awaiting a decision on a U.S. request to extradite him.

The request has meanwhile cleared one hurdle with a ruling that a U.S.-Bahamas treaty is valid. The Bahamian Foreign Minister, Mr. Paul Adderly, handed down the decision on the 1931 extradition treaty.

Indiana Standard cuts
its refinery output

CHICAGO, Nov. 20

DUCTION AT Standard Oil (Indiana) refineries will be cut about 7 per cent world-wide and 3 per cent within the U.S. for the remainder of 1973 because of the Arab oil embargo, the cutbacks may worsen next year, Mr. Robert Nease, President, indicated in a speech.

Mr. Nease said about 40,000 bbls a day of Arab crude oil have been imported directly into the U.S. for refinery processing since the embargo. With that supply source cut off, about 60 barrels a day has been added by other sources, leaving the supply to Standard's U.S. refineries during the remainder of the year about 25,000 barrels below desired levels — at 3 per cent of domestic refinery runs.

Mr. Nease said the company's U.S. requirements to meet its existing needs and sales commitments to others, he said.

He added that the situation in the Middle East is so uncertain that Standard's future availability of crude oil from foreign or domestic sources cannot be predicted. "As things stand now, Standard's present supply deficiency may increase early in 1974," he said.

During the first nine months of 1973, Indiana Standard refineries worldwide processed about 180,000 barrels a day of Arab oil, or 16 per cent of refinery runs.

ALBERTA TO SET
UP OIL BOARD

EDMONTON, Nov. 20

THE ALBERTA provincial Government decided to go ahead with plans to establish an oil board, he said. Government officials will meet during the next two weeks to determine how it can best work, the Alberta Premier, Mr. Peter Lougheed, told a Press conference.

He is probably less secure than he imagines. He has called elections for next year in order to legalise his dictatorship, but many people doubt whether the elections will be held or, if they are, whether General Banzer, 47, will be the official candidate.

The ruling coalition of the armed forces and the country's two principal political parties is in tatters and the economy seems in permanent crisis despite high world commodity prices. People no longer seem to expect the regime to resolve the country's problems.

Any outsider, Bolivia's problems seem quite insoluble. The country is landlocked with a territory equal to that of France, Spain and Portugal combined, but with a population of only 5m. Much of the territory is barren mountain or thick jungle, two-thirds of the population are impoverished Indians living outside the stream of national life and the economy. The economy itself is sustained almost exclusively by exports of tin, but per capita income is only \$230 a year, the lowest in any South American republic.

The armed forces, with 20,000 men, are the only permanent political institution. In the absence of foreign threats, senior

Quebec talks
on effect of
power project

By Robert Gibbons

MONTREAL, Nov. 20

THE QUEBEC Government has begun secret talks with Indian and Eskimo organisations on possible compensation to cover disruption in their way of life from the \$6,000m. James Bay hydro-electric project in north-western Quebec.

The native peoples last week obtained a court order in Montreal halting construction work on the project pending legal clarification of the Indians' and Eskimos' rights in the area.

Yesterday the Government's bid for a stay of injunction suspending the order was delayed in the court of appeal until Wednesday while the judges took further time to study the 170-page Superior Court order.

Government sources in Quebec said "absolute discretion" was needed if the talks were to have any chance of succeeding.

Banzer beats par

BY ALAN RIDING IN LA PAZ

FIVE "plots" had to be discovered and dozens of his political enemies deported or arrested, but Bolivia's President, General Hugo Banzer Suarez, did make it. Over the past 40 years, the average duration of Bolivian presidents has been two years. General Banzer has just broken that barrier and now looks set for several more months in power.

He is probably less secure than he imagines. He has called elections for next year in order to legalise his dictatorship, but many people doubt whether the elections will be held or, if they are, whether General Banzer, 47, will be the official candidate.

The ruling coalition of the armed forces and the country's two principal political parties is in tatters and the economy seems in permanent crisis despite high world commodity prices. People no longer seem to expect the regime to resolve the country's problems.

Any outsider, Bolivia's problems seem quite insoluble. The country is landlocked with a territory equal to that of France, Spain and Portugal combined, but with a population of only 5m. Much of the territory is barren mountain or thick jungle, two-thirds of the population are impoverished Indians living outside the stream of national life and the economy. The economy itself is sustained almost exclusively by exports of tin, but per capita income is only \$230 a year, the lowest in any South American republic.

The armed forces, with 20,000 men, are the only permanent political institution. In the absence of foreign threats, senior

army officers are in effect reformed politicians whose words are backed by force. But while no civilian can rule without their support, individual generals are also unable to survive long without some degree of civilian backing. In other words, civilians cannot overthrow military rule, but can force a change in the name of the ruling officer.

General Rene Barrientos was probably the most successful of recent Bolivian presidents in that he combined military and

reforms in the 1950s, and the smaller Right-wing Bolivian Socialist Falange (FSB)—to join the armed forces in a coalition to be known as the Nationalist Popular Front (FPN). The MNR leader, a former President, Sr. Victor Paz Estenssoro, was allowed back from exile. Although he had lost much of his revolutionary drive, he had remained a popular figure. Combining the support received from private enterprise and the U.S. and Brazilian Governments with a "witch-hunt" that drove

hundreds of leftists out of the country, General Banzer began his administration in an enviable strong position.

"I expected a regime of political repression, social insensitivity and economic progress. I was right about the first two, wrong about the third."

He assumed power by coup in 1964, legalised his regime in 1968, and was still secure in office when killed in a helicopter crash early in 1969. His death opened the door to the current instability. He was succeeded by his civilian Vice-President, Sr. Luis Adolfo Siles Salinas, who was overthrown by General Alfredo Ovando Candia a few months later. A right-wing group of officers tried to overthrow General Ovando in October, 1970, but in the confusion the left-leaning General Juan Jose Torres seized power. A year later, the chaotic Torres administration was toppled by the right-wing General Banzer just as it prepared to create a controversial "popular assembly."

General Banzer moved immediately to seek civilian backing for his regime and invited the two main political parties—the Nationalist Revolutionary Movement (MNR), which was responsible for important

reforms in the 1950s, and the smaller Right-wing Bolivian Socialist Falange (FSB)—to join the armed forces in a coalition to be known as the Nationalist Popular Front (FPN). The MNR leader, a former President, Sr. Victor Paz Estenssoro, was allowed back from exile. Although he had lost much of his revolutionary drive, he had remained a popular figure. Combining the support received from private enterprise and the U.S. and Brazilian Governments with a "witch-hunt" that drove

hundreds of leftists out of the country, General Banzer began his administration in an enviable strong position.

matic exile all his potential political and military foes (nine of Bolivia's ambassadors are in fact exiled generals), political tensions have been more than apparent inside the governing coalition.

At present, the 15 Cabinet posts are divided equally between the armed forces, the FSB and the MNR. Real power remains with the military which must approve all matters of significance. The FSB and the MNR, on the other hand, are sworn enemies and only remain in the coalition in the hope of out-maneuvring each other at some future date. That "future date" may be the elections—if they are held.

Even under a straightforward military dictatorship, Bolivian politics are endlessly complicated and the permutations of possible outcomes of the present confusion are infinite. First of all, despite his desire to perpetuate himself in power under a cloak of constitutionality, General Banzer probably already regrets having promised elections for next year.

Important sectors of the armed forces feel that there is no need for elections at all, while others believe that elections should not be held before 1975—and that General Banzer should not be a candidate.

The FSB has jumped the gun by nominating General Banzer as its candidate, but the larger MNR is bargaining for a more important role in any future Banzer administration before giving him its support. The MNR leader, Sr. Paz Estenssoro, would of course like to run for office himself, but is strongly disliked in military circles.

Outside the coalition, there is pressure for a political amnesty to ensure "real elections." The Army hard-liners naturally oppose the return home of exiled Leftists even though its control of the large peasant vote enables the Government to determine the winning candidate without blatant fraud.

Ironically, one of the most important factors in domestic politics is the Government's current tactic of playing off against each other Brazil and Argentina for economic advantage. Both countries are anxious to tap Bolivia's considerable oil, natural gas and iron ore reserves and the Government has previously thought to have fallen into Brazil's sphere of influence (the leftist Torres administration was overthrown with Brazilian assistance and the province of Santa Cruz is booming on Brazilian credit). General Banzer flew to Buenos Aires this month in order to woo General Juan Domingo Peron.

Good Thatch
deserves
the best
insurance

But really good insurance or thatch is hard to find. We have made a speciality of this and will only quote in good properties.

Our advice and excellent claims management cost you nothing. For all forms of insurance, from Life to Livestock, consult CGA, friendly brokers. Post this coupon today.

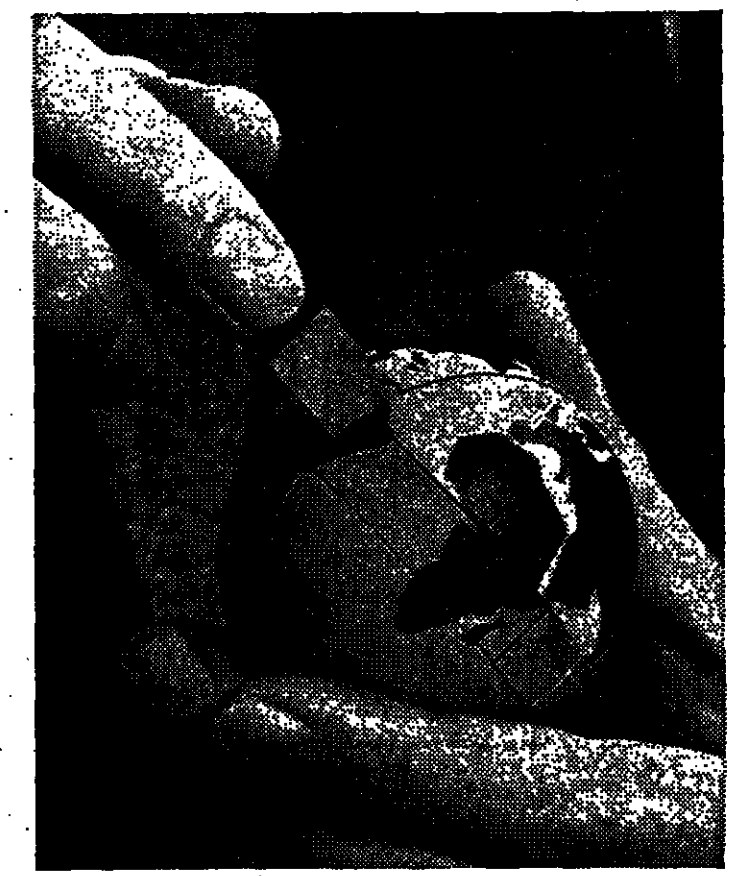
CGA (Insurance Brokers) Ltd.
A SUBSIDIARY OF THE COUNTRY GENTLEMEN'S ASSOCIATION LTD.
CGA (Insurance Brokers) Ltd., 3-14 The Green, Richmond, Surrey.
Please send details of Thatch Insurance Services.
NAME
ADDRESS
LOCK LETTERS 27

TAX-FREE MORTGAGE
Obligation in DM or SF, covered by Pledge of Land and Buildings, capital multiplied by 100% during term of 25 years, L.R. 11.2% interest and compound interest p.a.
CGA-BANK LTD.
Representation CH-5507 Molligen, Org-Haus

THIS CHRISTMAS ENJOY FIVE DAYS' MERRY-MAKING IN COUNTRY MANSION LUXURY
Our all-inclusive programme, devised for every taste and age, comprises Champagne Party, festive Dinner, Dances, traditional feasting, Discotheque, Fireworks, three Feature Films, children's entertainments etc. 180 bedrooms, all with Colour TV, and bathroom attached or en suite.
Mr. F. T. Browne is waiting to make your reservation.
SELSDON PARK HOTEL
SANDERSTEAD, SOUTH CROYDON, SURREY CR2 8YA • TEL. 01-857 8911

Because
Chemical bankers
are also
imaginative businessmen,
they think
beyond
routine banking.

Different financial problems can't all be tackled in the same way. And they can't usually be solved by banking techniques alone. At Chemical Bank, our people have the same kind of imagination as successful businessmen. That's why so often our customers reshape projects they started with: our financial specialists open up entirely new horizons and find original, workable solutions. The sort that can't always be found in the pages of a banking manual.



Rapid decision-taking.

Chemical Bank's solutions can be implemented right away because we realise that every moment lost can jeopardise the success of an enterprise. And our people not only have the same kind of imagination as successful businessmen, but the same freedom to take decisions, too. And that's vital to customers who want to take decisions and take them fast.

Effective world-wide execution.

Singapore, New York, or Rio de Janeiro, Chemical Bank can help you financially anywhere around the world through offices located in the strategic places. Our people constantly exchange information and experience with their colleagues all over the globe. They keep in touch with every little fluctuation in the market, so that they can help their customers as effectively as possible in whatever part of the world they're doing business.

Our world-wide offices.

London Office:
10 Moorgate - Phone: 606.8040
Birmingham Office:
Scottish Provident House
1-2 Waterloo street - Phone: 643.7614/5
Main Office: New York. Branch Offices:
Brussels, Frankfurt, London, Paris, Tokyo, Zürich, and Nassau. Representative Offices: Beirut, Birmingham, Madrid, Milan, Bogota, Buenos Aires, Caracas, Rio de Janeiro, São Paulo, Mexico City, Hong Kong, Manila, Singapore and Sydney. Correspondent Banks in over 185 nations.

CHEMICAL BANK
When needs are financial the reaction is Chemical.

EUROPEAN NEWS

The Nine clear way for 'fireside chat' summit

BY REGINALD DALE

COPENHAGEN, Nov. 20.

FOREIGN MINISTERS of the Nine today cleared the way for an informal Common Market summit next month which could set the tone for a new, more flexible style of top level European decision making.

It is not yet clear whether the Copenhagen summit will be the first of a regular new series as President Pompidou initially suggested—this will be a matter for the summit itself to decide—but it is now certain that it will be quite different from the earlier elaborate conferences that took place in Paris in October, 1972, and at The Hague in December, 1969, after months of preparation.

The Ministers today agreed that for at least part of the mid-December meeting, heads of Government would be alone together without Ministers or advisers, and that no official communiqué would be issued. This conforms with the "fireside chat" concept advocated by President Pompidou and backed by Mr. Edward Heath, the British Prime Minister.

In a gesture to the smaller countries, on the other hand, it

has been agreed that foreign Ministers will also be present in Copenhagen on December 14 and 15 and will probably attend the opening and closing sessions together with the heads of Government. Finance and other Ministers will not be invited.

Countries like The Netherlands, Belgium and Denmark, day pointed out that with coalition governments it is difficult for them to be represented solely by their Prime Ministers—particularly as in some Cabinets the Prime Minister has little or no responsibility for foreign affairs.

The Benelux countries were also anxious for the Brussels Commission to be represented as a further guarantee that the bigger States would not be able to override their interests and disregard normal Community procedures. It was accordingly agreed that M. François-Xavier Ortoli, the Commission President, would be invited to attend those parts of the meeting where strictly Common Market issues are under discussion.

The summit agenda has yet to be finalised, but several main

issues were suggested today which will almost certainly be the chief focal points. On the foreign policy front, these include the Middle East, U.S. European relations, détente with the East bloc and new procedures enabling the Nine to react more rapidly to world crises such as the Middle East war. Defence policies would not be discussed, French officials stated.

Sir Alec Douglas-Home, the British Foreign Secretary, today stressed that the aim should be not simply to respond to crises, but to work out machinery so that the Community would already have reached "agreed assessments in advance on situations which could lead to crises."

In the general atmosphere of reappraisal that has followed the Nine's impotence in the latest Middle East crisis, such suggestions were readily approved by other ministers here today.

Although President Pompidou originally suggested that the summit should deal exclusively with political and foreign policy affairs, it has now been agreed that internal Community problems will also be placed on the agenda. This was, in fact, always inevitable in view of the looming end-year deadline for many of the as yet unfulfilled targets set at last year's Paris summit.

The main "internal" problem mentioned here today was progress to economic and monetary union, where the second stage is due to start on January 1. The Community's regional and social policies, to which Britain among others, attaches so much importance, would also come under this heading.

Other countries today suggested that the Community's energy policy, particularly in the light of the oil crisis, should also be discussed, and this seems likely to be on the list. France has already indicated that it wants the Community's future uranium enrichment policies discussed at the summit.

sources, the Bonn view remains that there must first be a clearer conception of the purpose of the Fund before talking of money contributions.

Mr. Thomson had talks in Bonn yesterday with the Finance Minister, Herr Helmut Schmidt, one of the principal opponents of increasing financial commitments to the Community. The sources said that Herr Schmidt was determined to keep expenditure down and that the Bonn view would probably only change as a result of a political decision by Chancellor Brandt. This is unlikely to come before the Copenhagen summit meeting in the middle of next month.

Greeks arrest two major political leaders

BY OUR OWN CORRESPONDENT

ATHENS, Nov. 20.

THE LEADERS of Greece's two major political parties were today placed under house arrest following student arrests over the week-end which cost the lives of 11 people.

Mr. George Mavros, 61, leader of the Union of the Centre Party, telephoned foreign news agencies and said that two police officers were posted outside his country house and held him in his house.

Mr. Mavros said the same happened to former Premier Panayotis Kanellopoulos, leader of the National Radical Union Party.

Our correspondent writes: Premier Spyros Markezinis stated to-night that he fully backed the army's intervention to quell recent civilian unrest and pledged his determination to return the country to normal political life.

Addressing the chief of the armed forces and the chiefs of the three services and their staffs at army headquarters, the Prime Minister said that the mission of the armed forces was to face internal as well as external enemies. He said he had recommended the army's intervention and the imposition of martial law only when he became firmly convinced law and order were being seriously threatened by anarchists.

He said that under the circumstances the work of the

armed forces was of the same value as when the country was being threatened by a foreign enemy and should be viewed in this context.

The Premier's speech was later televised to the nation. Earlier, General Demetrios Zagorianakos, chief of the armed forces, said the troops sent out at dawn last Saturday to dislodge about 4,000 students barricaded inside the polytechnic school had found themselves faced with a well-prepared plan to disrupt law and order.

The general claimed that a demand by the students for a reduction in defence expenditure and the decrease of military service from 24 to 12 months were aimed at undermining the preparedness and defence capability of the country.

The general's allegation of a well-prepared plan came on the second day of widespread arrests of youths and leading members of the outlawed Greek Communist Party and the pro-Communist United Democratic Left (EDA) Party.

Among those arrested today were Dimitrios Partalides, a member of the Central committee of the Greek Communist Party, and Mrs. Popi Dracopoulos, the wife of Charalambos Dracopoulos, lawyer and friend of self-exiled leftwing politician Andreas Papandreu. He has been missing for the last two days, his wife said today.

ITALY

Local polls reflect support for coalition

BY ANTHONY ROBINSON

ROME, Nov. 20.

LOCAL ELECTIONS affecting just under 2m. Italian voters have given the parties of the recently-reconstituted Centre-Left coalition Government the first opportunity to measure their standing with the electorate. On balance, the results appear to indicate a substantial vote of confidence in the Centre-Left parties.

The Socialist Party (PSI), which re-entered the coalition in June, appears to have been the main gainer, while the Republican Party, whose secretary, Sig. Ugo la Malfa, is now the austere Treasury Minister, has also gained ground. The Liberal Party, however, which was unceremoniously dropped from the Government sphere when Sig. Andreotti's Centre-Right experiment ended in June, lost ground and appears to be heading for virtual oblivion after nearly a decade of practically continuous decline.

Of the two largest parties, the Christian Democrats have lost

ground marginally overall, while the Communist proposal for a "historic compromise" with the Christian Democrats does not appear either to have cost them votes on their left or helped them to gain much overall—although they gained votes and seats in Ravenna and Siena, where they were already strong. But these partial local elections do show that the neo-Fascist Movimento Sociale-Destra Nazionale has lost its former momentum and, while up on the comparable local elections of 1968, obtained many fewer votes than at the general elections in May, 1972.

In percentage terms, shifts between parties were, as usual, marginal, reflecting the essential stability of Italian voting patterns and a multi-party choice. Furthermore, this first electoral test of the Centre-Left covered less than 5 per cent. of the electorate. Voting took place in the autonomous region of Trentino-Alto Adige as well as four provincial capitals—Ancona, Belluno, Ravenna and Siena—and 213 communes in the above areas.

OIL SUPPLIES

Hint of reassurance for Dutch by EEC Foreign Ministers

BY REGINALD DALE, COMMON MARKET CORRESPONDENT

COPENHAGEN, Nov.

COMMON MARKET Foreign Ministers held top secret talks on the Middle East and the oil crisis here this afternoon, but officials afterwards would say only that the Community's position remained based on the Nine's earlier Middle East declaration of November 6th.

There was no public reaction to the Arab decision, announced at the week-end, to exempt all the Community countries except The Netherlands from the planned December oil production cuts.

Nevertheless, the Dutch Foreign Minister, Mr. Max van der Stoep, seemed distinctly happier than after the Community discussion of the oil issue in Brussels earlier this month. "We have had a constructive discussion with all Nine working together," the Dutch Minister said, in what was taken as an indication that he had been reassured there would be Community "solidarity" on his country's behalf. Mr. van der Stoep said he could not say more as the issue was so "delicate."

Diplomats said the Community would continue to speak "with one voice" in its dealings with the Middle East countries. To implement the Nine's declaration will, it is understood, now be carried out by each country in the area. It has the most influence. By example, has already several contacts with Syria to arrange an Israeli prisoner exchange, it was veiled here.

At the same time, the A sadors of the various Comm countries will presumably up their pressure on the States to end their boycott with The Netherlands.

WEU urges: 'sink differences'

BY RUPERT CORNWELL

PARIS, Nov.

THE ASSEMBLY of the West European Union today strongly urged Europe to sink its political differences and help Holland over its oil supplies, severely reduced due to the embargo imposed by Arab producers.

The resolution comes on the same day that the OECD's Oil Committee met here to examine the situation in the Organisation's 24 member countries, through the smokescreen of political excuses with the assertion that to leave the Netherlands in shortage would be a bitter blow to the principles on which the Common Market and the Atlantic Alliance are based.

joint action—such as the pooling of European supplies—for fear of upsetting the Arab producers. This mainly reflects the anxiety of nations like Britain and France, who have stressed their general support to the Arab cause in the Middle East conflict, not to jeopardise their own already existing position.

However, the WEU report cut through the smokescreen of political excuses with the assertion that to leave the Netherlands in shortage would be a bitter blow to the principles on which the Common Market and the Atlantic Alliance are based.

To-day the OECD na essentially the Western world, had a "u exchange of views on it supply problems they are But they declined to declar state of shortage that formally activate the 19- European pooling scheme already exists.

They contented them with calling for improve formation on the exact of supplies and agreed to ahead with the difficult s on how to link the U.S., Australia and other non- pean members to the Eur system.

Yamani: how Nine can avoid further cuts

BY HILARY BARNES

COPENHAGEN, Nov. 20.

BY JOHN WALKER

NEW ACTION on the Middle East is needed from the EEC countries if the Arab oil producing countries are to consider any further easing of their planned cuts in oil supplies, Mr. Zaki Yamani, Saudi Arabian Oil Minister, told the Financial Times to-night.

Mr. Yamani arrived here this evening from Vienna on a private visit to consult his medical adviser.

He said there was a chance that the Arab countries would cancel

the 5 per cent. cut in oil supplies scheduled for January, but only if the EEC took new action. "If there is anything to justify action on our side we will definitely look at it," he said. He added that the Middle East declaration by the Foreign Ministers of the nine EEC countries earlier this month was not enough to warrant further alleviation of the cuts in oil supplies beyond the amount of the planned 5 per cent. cut in December.

Mr. Yamani will go on from here to Paris next Monday

STOCKHOLM, Nov.

A VOLUNTARY plan to i oil consumption by 15 per was introduced to-day by Kjell Olof Feldt, the Minis Trade. At present, there intention of rationing fu cars or lowering speed although drivers are req to save as much fuel as p by careful motoring.

Domestic users of oil are to lower thermostats, industrial and office user required to do so.

Petrol from coal

BY ANDREW HARGRAVE

FRANKFURT, Nov. 20.

TALKS ON the possibility of reviving coal-based petrol production in West Germany will take place in the next few weeks between the chemicals group Schering on the one hand and the Federal Ministry of Research and Technology and the Federal-owned coal concern Ruhrkohle on the other.

Schering abandoned the production of coal-based petrol and diesel oil at its Bergkamen works

in the Ruhr in 1962. A spokesman made clear today that there was no question of using the now out-of-date Fischer-Tropsch or Bergius processes (on which Germany's large-scale war production was based) but to reduce heating in offices measures are expected to into effect by the week-end. Meanwhile, the tourist in- and the provincial govern have taken a firm stand a- any ban on Sunday driving

Speed limit in Austria

BY PAUL LINDVALL

VIENNA, Nov.

THE AUSTRIAN Gover- tment today authorised a speed of 62 miles per hour on ways and all main roads, same time a decision was to reduce heating in offices measures are expected to into effect by the week-end. Meanwhile, the tourist in- and the provincial govern have taken a firm stand a- any ban on Sunday driving

No tariff cut, Iceland told

By Loretta Oslager

BRUSSELS, Nov. 20

THE COMMON MARKET Commission today told Iceland that the Community cannot cut tariffs on the fish it exports to the EEC as long as Iceland has not reached agreement with Germany over fishing limits. The dispute between Bonn and Reykjavik over the 50-mile fishing limit, which has been totally overshadowed by the Icelandic "cod war" with Britain so far, is still going on.

Down goes the rouble

MOSCOW, Nov. 20.

Reflecting the currency markets in the West, the Soviet State Bank realigned the official rate of the rouble against several hard currencies today and the dollar emerged stronger.

The bank's decision, announced by the Government newspaper Izvestia, came at an unusual time. In the new alignment the dollar was worth 74.51 kopeks, up from 71.5, making the rouble officially worth \$1.34 against \$1.40. AP-DJ

French unions seek strike

PARIS, Nov. 20.

France's two biggest union groups today called for a general strike on December 6.

The strike, which could bring France virtually to a standstill, was called to back demands for Government action to halt inflation and its increasing effect on the worker's pocket.

The call was issued by the Communist-orientated Confédération Générale de Travail (CGT) and the Confédération Française Démocratique de Travail (CFDT). Reuter

This announcement appears as a matter of record only.

US \$ 40,000,000
CREDIT POPULAIRE
D'ALGERIE

EURO-CURRENCY LOAN

US \$ 20,000,000 15-YEAR TRANCHE

Arranged by

CREDIT COMMERCIAL DE FRANCE and JAPAN INTERNATIONAL BANK LIMITED

Provided by

ASSOCIATED JAPANESE BANK (INTERNATIONAL) LIMITED THE CHUO TRUST AND BANKING COMPANY LIMITED
THE FUJI BANK, LIMITED THE MITSUBISHI BANK, LIMITED
THE MITSUI TRUST AND BANKING COMPANY LIMITED THE SUMITOMO BANK, LTD
THE SUMITOMO TRUST AND BANKING COMPANY LIMITED THE TOKAI BANK, LIMITED
JAPAN INTERNATIONAL BANK LIMITED

US \$ 20,000,000 12-YEAR TRANCHE

Arranged by

CREDIT COMMERCIAL DE FRANCE

Provided by

BANCO INTERNACIONAL DE COMERCIO, S.A. BANQUE COMMERCIALE POUR L'EUROPE DU NORD (EUROBANK)
FRAB-BANK INTERNATIONAL KREDITBANK N.V.
UNION DE BANQUES ARABES ET FRANÇAISES-U.B.A.F. WILLIAMS & GLYNS BANK LIMITED
CREDIT COMMERCIAL DE FRANCE

October 1973

Brussels is the new capital of Europe and we're the Banque de Bruxelles.

Do you get the point?

"In 1972, 1,386 American projects were started in Belgium. That same year British firms invested more than £ 120 million in Belgium. The Germans came in with D.M. 1,500 million. And, not to be left out, 39 Japanese companies set up operations.

What better proof that Brussels is rapidly becoming the commercial and political capital of Europe?

We are the Banque de Bruxelles, with nearly 1,000 agencies across the country. Which might make you think that we are just a commercial bank.

In fact, we're much more.

Transferring capital and credit.

For a long time now we have coordinated the financing of investment and trade, feasibility studies and international financial transfers with major banks who, like us, know their own markets perfectly.

With the other banks of the SFE, we make up the biggest financial group in Europe and, perhaps, in the world.

Along with some of our partners, we've developed Teledredit, which allows our international customers to receive the

same service from member banks that they do from their own national banks.

Everything that we do for our customers we're ready to do for you.

Corporate Finance.

We can help you solve your problems when it comes to national or international stock issues, buying into other companies, mergers and acquisitions. In short, give you the service that you expect from a major bank.

Investment Management.

We manage major investment portfolios, for both private investors and corporations. In the same area, we can handle your needs in block trading.

Perhaps you have heard of Renta Fund. It's one of the largest international investment funds managed by a Belgian bank.

If you set up your company in Brussels, you won't have any trouble finding us. We're the Banque de Bruxelles.



Banque de Bruxelles

*Figures taken from "Investissements Etrangers en Belgique. Rapport 1972", published by the Ministry of Economic Affairs.

هكذا كانت الامم

10/11/55

EUROPEAN NEWS

Robert defence proposals expected

PARIS, Nov. 20.
PROBLEM of European co-operation will high- light the three-day session of the Western European Union's Assembly, which here today.
It is expected from the due to be given to the day tomorrow by M. Robert, the French Minister, who is widely expected to have new proposals subject up his sleeve. The subject that a French Foreign Minister is attending the meet- ing first time that this has been for many years—is an indication of the importance of the situation.
Robert has been beating the defence drum with vigour since the latest East conflict broke out. He has been warning Europe of incapacity to defend itself. The decision on October 25 by President de Gaulle to put the U.S. on alert to adequate prior con- sideration of America's NATO has been a particular of French irritation.

osition
Then, the French Minister has demanded that Europe should take on a more specific charac- ter at the same time has sided in the strongest France's opposition to the withdrawal of American troops from Europe.

ich insistence on a con- American military pre- sence in Europe has provoked a reaction that France, while not intending to return NATO's integrated military are, might be thinking of the Alliance's so-called group. This body, set up on the initiative of Mr. Healey, the former Labour Secretary, has been con- sidering the increased finan- cial contributions to NATO which European members have over the past few years, as well as working out plans to re- ly on the efficiency of their forces, to co-ordinate re- search and standardise weapons, and to coordinate the full French membership in the Eurogroup seems to be led—M. Robert Galley, the Minister, said recently he would in the future lead reintegration of France in its military structure— are obviously ways in co-operation between the group's adherents stepped up.

operation
However, the French appear to be inking principally in terms of military co-operation in the seven-nation Western European Union which, although at its former role of a contact body between in and the Common Market British entry into the Community, continues to have well-defined defence func- tions.

Brandt facing united opposition as poll finds support waning

BY JONATHAN CARR

HAMBURG, Nov. 20.

THE WEST GERMAN Opposi- tion Christian Democratic Union (CDU) ended its Congress here today with a firm pledge of support from the Bavarian Party ally in the battle to unseat the Government.
Herr Franz-Josef Strauss, leader of the Bavarian Christian Social Union (CSU), said the Opposition was united and must now direct its fire at the Socialis- tic coalition in Bonn.
"The spirit of the age which brought Willy Brandt to power is at an end," Herr Strauss declared, to cheers and applause from some 700 delegates.

Poll findings

The end of the Congress has coincided with release of the latest opinion poll showing a significant decline in popular support for Herr Brandt's Social Democrat Party (SPD) since the general election a year ago yesterday.
Only 38 per cent of voters would support the SPD if an election were held today against 49 per cent last December, the poll found. The Social Democrat partner, the Free Democrats (FDP), would gain 11 per cent—and the CDU/CSU 49 per cent.
Thus according to the poll the CDU/CSU is on the verge of enough support to form a govern- ment without seeking a part- nership.

Bonn-Czech talks stalled

BY MALCOLM RUTHERFORD

BONN Nov. 20.

NEGOTIATIONS which would allow the establishment of dip- lomatic relations between West Germany and Czechoslovakia are still stalling on the question of West Berlin, according to diplomatic sources here. Con- trary to earlier reports from Prague, Chancellor Willy Brandt has still not agreed on a date for a visit to the Czech capital.
The visit should have been made in early September, but was postponed by Herr Brandt himself because of the Czech refusal to allow West German consulates the right to rep- resent West Berlin institutions. It subsequently emerged that other eastern capitals, including the Soviet Union, were acting in the same way.
A compromise solution seemed to have emerged when the Bonn Foreign Minister, Herr Walter Scheel, visited Moscow earlier this month. It was agreed that in future, West German courts and courts in West Berlin should deal directly with courts in the Soviet Union. It was believed this agreement could be extended to cover Bonn's rela- tions with other eastern coun- tries.

Shortly after Herr Scheel's Moscow trip, a senior official from the Bonn Foreign Minis- try went to Prague and appeared to have tied this up. It emerged subsequently, however, that the agreement was less than wat- er-tight. The Ministry spokesman confirmed today that the Czechs had had second thoughts.
The situation now is that the contacts between the two sides are continuing through normal channels.

IN BRIEF

UPPSALA: Sweden's main opposition party, the Centre Party, has shelved proposals for an early merger with the Liberals until its constituency members had given their ver- dict.

BRUSSELS: The Common Mar- ket Commission is to order car- makers to equip their cars with a new kind of silencer conform- ing to stringent EEC specifica- tions, from October 1 next year.

REYKJAVIK: The Icelandic Ministry of Justice today struck one British vessel off the list of trawlers permitted to fish Iceland's fishing banks in accordance with the agreement ending the fisheries dispute reached earlier this month.

ner. The FDP made it clear only last week it does not envisage leaving its present coalition, al- though there are clear tensions with the Social Democrats.

The results came as an added boost for the CDU at the end of a gathering which confirmed its present leadership in power and approved a major party pro- gramme.

Decisions

In three days of public debate on 2,500 motions—and in numer- ous private meetings often con- tinuing into the early hours—the CDU took major decisions in four main areas:

It approved proposals to give employees more say in the run- ning of companies.
Laid out a programme for the accumulation of assets by workers—notably through partic- ipation in company profits.
Approved a programme for land law reform designed to curb speculation but at the same time stressing the right of all citizens in a free society to private property.

Laid out plans for the modernis- ation of vocational training.
However, despite the victory for the leadership's proposals, the Congress was also notable for the strength with which the CDU Left-wing asserted itself in debate.

PORTUGAL

Dr. Caetano picks a safe quartet

BY BRUCE LOUDON, LISBON CORRESPONDENT

DR. CAETANO's latest Cabinet reshuffle, his fourth since he assumed power in Portugal five years ago, is his most important. For the first time he has made a clean break with the Salazar past in several key fields of Government: if anything, the new line-up represents a slight shift towards the centre, away from the hard right of Portu- guese politics.

The Salazarist Interior Minister, Dr. António Rapazote, has gone, taking with him some stunningly reactionary attitudes on how to handle the mildest of opponents. Into his Ministry has moved Dr. César Moreira Baptista, for 15 years head of the Information and Tourism Department, latterly as Secretary of State, and a close confidant of both Dr. Caetano and the still- industrial Head of State, Adm. Américo Thomaz. Dr. Moreira Baptista, though in some respects a hard liner, is likely to handle with kid gloves delicate matters entrusted to his Ministry, especially the activities of the Directorate-General of Security, successor to the notorious PIDE.

Equally important is the fact that Prof. José Veiga Simão, Minister of Education, has stayed in the Government. Prof. Simão, a Cambridge graduate, is the most open-minded member of the Government, and even malcontent university students concede that his reforms have done more for Portuguese education in the past three years than was achieved for several decades before. It had been widely suggested that both he and Dr. Rapazote, representing the two extremes in the Cabinet, would be "sacrificed" simulta- neously. It is significant that Dr. Rapazote has gone while the "liberal" Prof. Simão has stayed.

For almost a decade the sprawling Ministry in charge of the Overseas Territories was run by Dr. Joaquim da Silva Cunha, a tough and able administrator appointed by Dr. Salazar. Into his place now has gone Dr. Ba- thazar Rebelo de Sousa, a

former Governor-General of Mozambique (the most popular they ever had, it is said) and, lately, Minister of Labour, Health and Social Welfare.

Like Dr. Moreira Baptista, Dr. Rebelo de Sousa has achieved real power in the central govern- ment only in the post-Salazar period, and it is certain that the wind of change will blow strongly through Portugal's African administration in the next few months. In line with



Dr. Cotta Dias: nearly made his appearance.

Dr. Caetano's own thinking, Dr. Rebelo de Sousa is expected to give much greater impetus to the move towards progressive self- government for the territories, paying special attention to local participation (that means Black participation) at all levels of Government in Angola, Mozam- bique, Guinea-Bissau and else- where.

Dr. Silva Cunha has been moved to National Defence and, as such, effectively number two in the Government after Dr. Caetano. He is the first civilian to occupy the post in half a cen- tury or more. That is not without

significance, though it should be said that he is as hardline as any general on the defence of the African territories. Indeed, Dr. Silva Cunha emerges as the strongman of the new Govern- ment.

Dr. Silva Cunha's appointment is welcomed both by military men who like his tough line on Africa, and by civilians who expect much from him in bring- ing the armed forces under control. There is a fascinating aspect to his appointment: the talk in Lisbon is that Dr. Caetano first offered the ministry to Gen. António de Spínola, once the all-powerful Governor and Chief of Guinea- Bissau. If the talk is correct, for he is, so it is said, keeping the regime at arm's length for the time being while he sees how things develop. The other generals could not agree among themselves on a suitable candi- date, and President Thomaz "imposed" his close friend Dr. Silva Cunha.

Either way the former law professor and one-time infantry captain whose passion is to walk huge distances at breakneck pace and inspect troops in far-flung jungle encampments (he is notably the only Minister who bothers to do so), despite his brusque manner must be seen as a potential successor were anything to happen to Dr. Caetano. Dr. Silva Cunha is 53 and Dr. Caetano 67, and Dr. Silva Cunha enjoys the confidence of both the armed forces and the business establishment.

Other appointments worth not- ing include that of the young and liberal-minded Dr. Joaquim da Silva Pinto to take over from Dr. Rebelo de Sousa at the Labour and Welfare Ministry. He is a liberal technocrat. His appointment implies that there will be no going back on the recently liberal labour policies, in- cluding wages policy, that Dr. Caetano has pursued. Another rising star is that of Dr. Clemente Rogério, a close friend of Dr. Caetano's who has lately been head of the national radio

and who has taken over the Health Ministry. His influence goes beyond Health, however, and is noted particularly on in- formation matters.

It is, indeed, to information— to Dr. Moreira Baptista's former State Secretariatship (Minister outside the Cabinet) of Informa- tion and Tourism—that perhaps the most surprising appointment was made. Dr. Pedro Corte-Real Pinto, a career diplomat lately Consul-General in Paris, was



Dr. Silva Cunha: strong man of the new Govern- ment.

given the job. He is unknown in local political circles, and most are mystified by his appointment, which is believed to stem from a two-hour meet- ing he had with Dr. Caetano two months ago. Fellow-diplomats are delighted by his arrival, and certainly he is very different from the quiet and orderly Dr. Moreira Baptista. Most expect including wages policy, that Dr. Caetano has pursued. Another rising star is that of Dr. Clemente Rogério, a close friend of Dr. Caetano's who has lately been head of the national radio

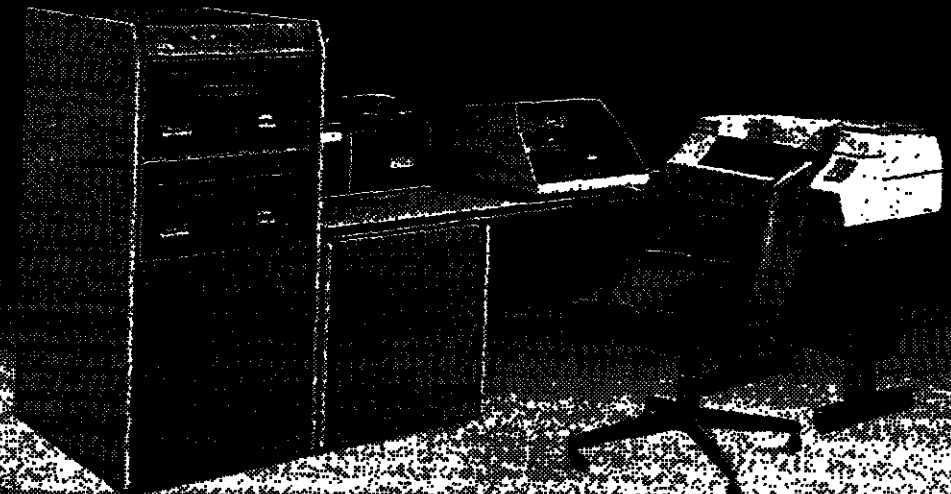
and who has taken over the Health Ministry. His influence goes beyond Health, however, and is noted particularly on in- formation matters.

In this sector Dr. Caetano appears to be prepared to lift the lid a little more following the overwhelming vote of con- fidence he won in the recent general election. Invariably "liberal-minded" candidates of the ruling National Popular Action topped the polls in each constituency, with the reaction- aries just about always bottom, especially in Lisbon.

Two other comments are essential in assessing Dr. Caetano's reshuffle, limited though it was to only four major portfolios. One concerns Dr. Caetano's exceptional penchant for rubbing up the wrong way some of his most faithful supporters by treating them badly in terms of personal rela- tions. This could cost him valuable support in key sectors in the future. The other concerns the new balance of power: in the old cabinet there was no particu- larly strong individual influence, though Dr. Rapazote obviously had tough pretensions. Now there is a grouping of four key Ministers who may be regarded as closest to Dr. Caetano and who could be considered an inner-cabinet.

They are Dr. Silva Cunha, Dr. Moreira Baptista, Dr. Manuel Cotta Dias, and Dr. Rebelo de Sousa. Before the reshuffle was announced it was, in fact, widely rumoured that Dr. Cotta Dias would be named to a new post of Deputy Prime Minister, thereby being appointed heir apparent. They are all still relatively young, all in their 40s or 50s. All have the im- mediate ear of Dr. Caetano and, most important, the confidence of old Admiral Thomaz. They are faithful party men who epitomise the "safe" middle-of- the-road sort of colleagues with whom Dr. Caetano feels most comfortable—men imbued with his rather gentle ideal of achieving "evolution without revolution" in post-Salazar Portugal. Hence the shift towards the centre in terms of the Cabinet's composition.

Business computers don't cost what they used to.



Our cost less. Take the DECdata system shown above. It goes for 20 to 30 percent less than many companies are charging for systems that don't do as much. On-line order entry and inventory stock control, payroll, production scheduling, etc.

DECdata starts with one of our PDP computers and gives you better alternatives with several choices of computing power and system software. And they bring the data where it's needed... right to your desk.

Immediate access to timely information on your own computer.

Give us a ring

Digital Equipment Co. Ltd. Fountain House, Butts Centre, Reading RG1 7QN. Tel. (0734) 58 35 55.
London (01) 679 2334; Manchester (061) 865 7011; Birmingham (021) 355 5501; Bristol (0272) 29 01 84; Edinburgh-Livingston 32 705.

digital

J.S. troop costs problem for Nato

PAUL LEWIS

WASHINGTON, Nov. 20.

THE STRUGGLE is brewing within the Nato alliance over the badly strained by the East crisis—over the cost of keeping American troops in Europe. Results from President Nixon's decision to sign the Appropriations Bill last week, in addition to pro- viding \$21,300m. for new weaponry, also requires the Administration to withdraw forces from Europe in 18 months time if their foreign exchange costs are not fully covered by the allies.

In the meantime, it is to seek agreement with the other Alliance countries on the precise number of troops to be stationed in Europe under the Nato treaty and the foreign exchange costs there. If the allies refuse to offset these costs within a year and a half, the U.S. must give six months notice before reduc- ing its forces to bring the accounts into balance.

We look after your business with pleasure in Portugal

Whatever you need—market information, business contacts, advice on business opportunities—we can help and provide on-the-spot banking services through over 100 branches in Portugal. It's best to have Banco Totta & Açores working with you.



BANCO TOTTA & AÇORES

Capital & Reserves Esc. 1,234,500,000.
Head Office: Rua Aurora 88, Lisbon-2
Tel: 369 421 Telex: 1266 Tottojo
Representative Offices:
London
131-3 Cannon Street, London EC4N 5BN
Tel: 01-626 4861
Caracas
Avenida Francisco de Miranda
Edificio Goncalves Zarco
Mezzanina - Local 6 California Norte
Caracas Venezuela. Tel: 38 3420

OVERSEAS NEWS

Israel considers truce line issue

BY L. DANIEL

TEL AVIV, Nov. 20.

THE ISRAELI Cabinet met here this afternoon for a session which will have to decide on the position to be taken by Israel to prevent a deadlock developing over the crucial paragraph in the six point agreement between Israel and Egypt calling for negotiations on the disengagement of forces and the return to the October 22 lines.

The importance of the meeting was highlighted by the fact that both Gen. Aharon Yariv, the chief of staff, and Gen. David Elazar, Israeli chief of staff, were present.

Israel Radio, commenting on the meeting, said that the gap between the Israeli and Egyptian positions on this crucial paragraph in the six point accord was still very big. He added that Israel's proposals for the disengagement of forces—either the return of Egyptian and Israeli troops to the positions which they held on their respective banks of the Suez Canal prior to the outbreak of war, or even greater withdrawal by each side, to a depth of 10km. from each side of the Canal with the UNEF filling the void on both banks—had been rejected. The Egyptians, in turn, had asked for the withdrawal of Israeli forces to the line of the Yiddi and Mitlah Pass.

The Egyptians were reported to be holding the view that the paragraph in question required immediate withdrawal by Israel to the October 22 line, which in their opinion would mean the end of the encirclement of Egyptian Third Army on the east bank of the Canal. Israel on her part draws attention to the fact that the paragraph calls for discussions so as to provide for dis-

engagement and the determination of the October 22 line. Apparently, no degree of agreement was reached in the 24 hours of discussions between Generals Yariv and Gamassy yesterday. However, as yesterday's meeting between the Israeli and Egyptian generals was officially termed an "informal" one to give the two sides a chance to feel out each others positions, both sides have time to consider, at Government level, the demands to be put forward for the "formal" meeting scheduled for either tomorrow or the day after.

It would seem more likely that the next meeting at Kilometer 101 will take place on Thursday rather than tomorrow since the Israeli Foreign Minister, Mr. Abba Eban, is scheduled to see Dr. Henry Kissinger tomorrow.

While official circles here continue to deny that pressure is being brought to bear on Israel by Washington, it is clear that the views which will be conveyed by Dr. Kissinger to Mr. Eban will to no small extent decide Israel's position in the talks with the Egyptians, not to mention the fact that Washington can exert pressure by loosening or tightening the purse strings on credit and grants and on the supply of arms itself.

Meanwhile the prisoner-of-war exchange between Israel and Egypt is nearing its end. So far 182 Israelis have been returned—or about 75 per cent. of those taken prisoner by Egypt and another flight is expected to night. Conversely, by lunch-time 7,000 Egyptians, or over 85 per cent. of those in Israel, had been flown home so that the completion of the exchange may be expected by tomorrow night.

'Peace talks in next few weeks'—Kissinger

BY PAUL LEWIS, U.S. EDITOR

WASHINGTON, Nov. 20.

MIDDLE EAST peace talks should begin "within the next few weeks," the U.S. Secretary of State, Dr. Henry Kissinger, told the Senate Foreign Relations Committee today.

However, he cautioned against expecting any easing in the Arab oil boycott of the U.S., noting that the producers seemed inflexible and that President Nixon had been expressing "more of a hope than a prediction," when he indicated Friday that relief might be in sight.

According to the chairman, Senator William Fulbright, the Secretary of State outlined some of his thinking on a Middle East settlement, and suggested the U.N. peace-keeping force might have a role to play in guaranteeing Israeli and Arab borders. Although more light should be thrown on Dr. Kissinger's

NSW LIBERALS WIN ELECTION

By Michael Southern, Australia Editor

SYDNEY, Nov. 20.

THE New South Wales Liberal Country Party coalition government was returned to power with an increased majority at elections. Labour lost two country seats to the Country Party, but held its city-based seats.

'Saudi aid for Russia' suggestion

By William Dulforce

CAIRO, Nov. 20.

KING FEISAL of Saudi Arabia has indicated he is ready to offer the Soviet Union loans and credits for its industrial development. Arab diplomatic sources said here today. The Saudi credits could be used to buy plant and technology from West Europe, in particular from France.

The offer, if it is ever made, would be politically motivated and designed to demonstrate to the U.S. the lengths to which King Feisal is prepared to go, if the Americans do not act decisively to help the Arabs recover the territory occupied by Israel in 1967, the sources said.

They were explaining a remark by the Saudi monarch to Premier Takeddin El Solh at a recent meeting and quoted in the Lebanese newspaper Al Anwar. The king had indicated that the Arabs had other weapons than oil which could be brought into use to achieve their aims.

He was referring to Arab currency reserves switching them from dollars and using them to help countries backing the Arab cause, the diplomats said.

They discounted a report that King Feisal would visit Moscow but thought it very possible that Saudi Arabia would shortly establish diplomatic relations with the Soviet Union.

Such developments would have been unthinkable before the October war. Communism is anathema to the deeply religious Islamic monarch.

However, the Arab diplomats said, King Feisal is committed as never before to the recovery of Arab land, in particular of Jerusalem and the Muslim holy places there.

King Feisal had been consistently counselling President Sadat and other Arab leaders not to start a new war but to rely on his good offices in Washington to bring about an Israeli withdrawal.

Fuel costs put Concorde in new light

By Michael Southern, Australia Editor

SYDNEY, Nov. 20.

WORLD AIRLINE attitudes to Concorde are being reappraised in the light of the expected increase in fuel prices over the next three years and the anticipated shortage of aviation fuel.

Ironically, it is at this time that Qantas, one of the key airlines in BAC's sales pattern, has two of its top engineers in England taking another look at the aircraft and its performance claims.

Qantas is, contrary to general appearances, keeping a continuing interest in the progress of the supersonic airliner.

Japan prepares to bow to Arab pressure

BY CHARLES SMITH, FAR EAST EDITOR

TOKYO, Nov. 20.

THE JAPANESE Government will issue a statement before the end of the week reaffirming its Middle East policy in a manner which will hopefully allow a "decent interval" to elapse after the Kissinger visit.

However, it also appears that the U.S. has expressed "understanding" of Japan's need to adapt its foreign policy to its desperate need for oil supplies. An instance of this is the U.S. ambassador to Tokyo, Mr. Robert Ingersoll, is reported to have said that Washington would "respect" any moves Japan might feel obliged to make.

Japan's original decision to re-think its Middle East policy arose from its non-inclusion in the Saudi Arabian list of countries who were to be spared the worst impact of the oil cuts because of their "friendly" attitude to the Arab world. Japan would still like to join the U.K. and France on the "friendly" list. But there are signs that it is now becoming acutely anxious about the danger of losing even the "neutral" status vis-à-vis the Arabs which it has enjoyed up to now.

According to Tokyo Press reports the Government has been warned by a senior Japanese businessman who recently visited Saudi Arabia that Japan may be subjected to a total oil embargo like that in force against the U.S. and the Netherlands if it does not act quickly. The businessman, Mr. Sobel Mizuno, President of the Asahi Oil Company, is reported to have told the Government that Saudi Arabia no longer recognises neutrality as a legitimate posture.

The announcement of Japan's new Middle East policy is expected to be followed by the despatch of a special emissary to the Arab Governments who will explain the new policy and try to extract in an exchange some assurances about the future of oil supplies. The Minister of International Trade and Industry, Mr. Yasuhiro Nakasone, is believed to be anxious to fill this role but there are indications that other members of the Government may not trust Mr. Nakasone to handle what is obviously an extremely delicate mission.

In the past the MITI Minister has gone out of his way to emphasise his pro-Arab feelings without apparent regard for the constraints on Japanese foreign policy or to the feelings of other members of the Cabinet. Even in its present predicament the Government apparently feels that it should avoid entrusting the role of emissary to someone with an overt commitment to the Arab cause.

The Japanese Government has announced it will defer indefinitely national projects to construct three long-span bridges across the Seto inland sea to connect the two main islands of Japan.

Mr. Shin Kanamaru, Construction Minister, told journalists the postponement will be until prospects for tidying over the oil crisis are clearer.

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

U.S. Japan also seems to have been persuaded to defer the number of policy measures already decided upon so as to allow a "decent interval" to elapse after the Kissinger visit.

However, it also appears that the U.S. has expressed "understanding" of Japan's need to adapt its foreign policy to its desperate need for oil supplies.

An instance of this is the U.S. ambassador to Tokyo, Mr. Robert Ingersoll, is reported to have said that Washington would "respect" any moves Japan might feel obliged to make.

Japan's original decision to re-think its Middle East policy arose from its non-inclusion in the Saudi Arabian list of countries who were to be spared the worst impact of the oil cuts because of their "friendly" attitude to the Arab world. Japan would still like to join the U.K. and France on the "friendly" list. But there are signs that it is now becoming acutely anxious about the danger of losing even the "neutral" status vis-à-vis the Arabs which it has enjoyed up to now.

According to Tokyo Press reports the Government has been warned by a senior Japanese businessman who recently visited Saudi Arabia that Japan may be subjected to a total oil embargo like that in force against the U.S. and the Netherlands if it does not act quickly. The businessman, Mr. Sobel Mizuno, President of the Asahi Oil Company, is reported to have told the Government that Saudi Arabia no longer recognises neutrality as a legitimate posture.

The announcement of Japan's new Middle East policy is expected to be followed by the despatch of a special emissary to the Arab Governments who will explain the new policy and try to extract in an exchange some assurances about the future of oil supplies. The Minister of International Trade and Industry, Mr. Yasuhiro Nakasone, is believed to be anxious to fill this role but there are indications that other members of the Government may not trust Mr. Nakasone to handle what is obviously an extremely delicate mission.

In the past the MITI Minister has gone out of his way to emphasise his pro-Arab feelings without apparent regard for the constraints on Japanese foreign policy or to the feelings of other members of the Cabinet. Even in its present predicament the Government apparently feels that it should avoid entrusting the role of emissary to someone with an overt commitment to the Arab cause.

The Japanese Government has announced it will defer indefinitely national projects to construct three long-span bridges across the Seto inland sea to connect the two main islands of Japan.

Mr. Shin Kanamaru, Construction Minister, told journalists the postponement will be until prospects for tidying over the oil crisis are clearer.

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

Reuter

THE OIL CUTBACK . . . 2

Independent filling stations are being forced out

PAUL ELLMAN

INDEPENDENT PETROL stations are being forced out of the market where for the past 15 years independent companies have been able to pick up refined fuel that is surplus to the requirements of the big companies.

The association now fears that the latest reduction could, in the long term, be a death blow to out-price operators. It points to attempts already being made by some distributors to cut supplies to independent petrol stations.

The major oil companies deny they will discriminate between the independents and their tied stations in the allocation of supplies. Esso, which sells through a total of 7,600 outlets, said all contracted customers will be treated "fairly and equitably."

The company, however, is still

"fully examining" the statement made on Monday by Mr. Peter Walker, the Secretary for Trade and Industry.

Shell-Mex and BP, with 13,200 outlets, said it was ridiculous to suggest it would adopt anything other than fair apportionment.

The big companies have not adopted any policies on how petrol sales would be rationed for the forecourt, affirming that this would be up to the managers of petrol stations to decide.

Service dilemma

A major problem, however, faces managers of the 2,500 self-service stations. They are faced with a choice between hiring more staff to make sure that motorists do not take more than their allocation or try to fill cans, and limiting their opening hours.

No way is seen of controlling sales through consoles mounted on the cash desks at self-service stations.

The 10 per cent cut, meanwhile, has produced reports of garages introducing rationing as queues built up at the pumps.

Blue Star, with 50 garages in the London area, was limiting customers to four gallons each, as were Granada stations on the M4.

Another group of garages, Heron, with 130 stations in the London, Birmingham and Manchester areas, said it had decided against rationing because this did not prevent customers from going on to other garages.

Taxi men to seek priority treatment

By Elinor Goodman

LEADERS OF London's taxi drivers are to lobby the Department of Trade and Industry for priority classification under the fuel allocation measures. Taxis, unlike public transport, are 'excluded' from the list of priority users, and Derv, the fuel used in taxis, is already on allocation at many stations.

The London Taxi Drivers' Association yesterday described the treatment of taxis as "unfair and nonsensical." Any cutback in private car driving could, the Association estimates, lead to at least a 10 per cent increase in demand for taxis.

Taxi drivers are already finding it difficult to get enough fuel. Many garages are rationing taxis to three gallons of Derv at a time, while at least one big London self-service station used by taxis has run out.

Mr. Peter Walker, Secretary for Trade and Industry, said last night: "I am very encouraged by the reports from police and motoring authorities throughout the country indicating a very wide degree of compliance with my request for a self-imposed 50 mph speed limit."

"The Automobile Association tells me, for example, that it estimates that 70 per cent. of motorists are co-operating."

Companies feel they can cope

BY OUR INDUSTRIAL STAFF

MOST "non-priority" companies still feel they can cope with the reduction in oil supplies, although there is apprehension that the cuts could begin to bite too deeply.

However, there are others which maintain their production processes will be affected. For example, Distillers insisted that a 10 per cent reduction in fuel oil would immediately lead to a 10 per cent reduction in whisky production. "There are no further economies we can make," a spokesman stated.

As whisky takes some years to mature, the effect will not be immediate, particularly as Distillers is not slowing down the bottling of mature whisky. But the longer the cutback goes on, the more important it becomes to the company," the spokesman added.

Engineering

The giant engineering combine, Tube Investments, estimated that the 10 per cent reduction in oil supplies would have "a 1 per cent effect on production."

(This excludes Tube's aluminium division which gets the priority treatment.)

Much of the 60m. gallons of fuel oil Tube uses each year goes for space-heating. DUNLOP predicted that its production of rubber and sports goods was likely to be hit by the fuel cuts. The company was worried that supplies of components and materials would be affected.

"We have contingency plans in the pipeline for all our depart-

ments, but we are waiting for guidance from Government sources on what to do," the company stated.

Dunlop is particularly vulnerable to a cut in oil supplies used in processing and generating plant and machinery. For that reason, it was not entirely happy yesterday about the basis of the cuts, which will be calculated by consumption at this time last year.

Joseph Lucas, the motor component manufacturer, has cut back on oil consumption by between 10 and 15 per cent, over the past few weeks without any loss of production, the company said yesterday.

"We are 70 per cent dependent on oil and foresee these developments, but by running our boilers more efficiently and reducing space-heating, we have managed to keep our stocks at a good level," the company said.

At Grand Metropolitan, which takes in non-priority companies like Watney Mann, Truman, International Distillers and Vintners and a hotels division, joint managing director Mr. Stanley Grinstead maintained: "We will have no major difficulties as long as the weather does not get too severe and as long as the oil allocation is not cut any further."

The brewing businesses and IDV were looking at their delivery schedules to see if they could be made more economic, while the hotels had been instructed to turn down thermostats and reduce their oil and

electricity consumption.

Thomas Tilling commented: "The overall impression is that we can cope" after "certain measures" had been taken. But it was pointed out that Tilling was a diverse group, and some sections would suffer more than others. The company was unwilling to go into details.

Allied Breweries, the Ind Coops, Tetley and Ansell combine, maintained: "We won't be embarrassed by the restrictions, either in production or distribution."

Cement plants

With only three out of 30 U.K. cement plants operating on oil, cement manufacturers expect to escape the full impact of the measure.

The three plants—one is in Northern Ireland—are understood to have substantial oil stocks.

London Brick, by far the biggest British manufacturer, uses no oil on production, apart from small quantities of lubricants.

With the market for bricks somewhat depressed at the moment, the company does not expect any pile-up problems which might arise out of difficulties in shipping its output.

Hoover expects to have to cut production soon as a direct result of the oil cutback. Other companies in the electrical engineering industry hope to be less severely affected.

The industry was still confused yesterday about how the cuts will be operated. Hoover

was particularly unclear in view of the indication received by one of its factories that its supplier intends to cut deliveries to 10 per cent below the current level, rather than to 80 per cent of the level of 12 months ago.

If the base for the cutback of supplies to all its factories were set at current, rather than 12-month-old levels, Hoover could keep production cutbacks to under 10 per cent, by economising on factory and office heating, the company said. On the basis announced by the Government, however, production would have to be cut by over 10 per cent.

This is because capacity has been sharply increased over the last 12 months, raising Hoover's oil consumption by 8 per cent. A 10 per cent cutback on last year's deliveries would mean an 18 per cent reduction against the current level.

Several other electrical engineering companies, including GEC Power Engineering, depend less than Hoover on oil for process heating, and are therefore unlikely to be so severely affected.

Fuel rationing depot set up

A FORMER U.S. air force depot at South Ruislip, Middlesex, is being turned into a fuel rationing depot by the Government. Telephones and office equipment for 200 staff are being installed.

Protest at exclusion from priority list

KENNETH GOODING, INDUSTRIAL CORRESPONDENT

CONTAINER manufacturers yesterday protested to the Department of Trade and Industry about being left out of the priority industries which will be exempted from the rationing of oil during the cutbacks.

Manufacturers feel they are in a good case as most other industries are on the list. The Government seems wedded about preserving milk and without bottles this will be achieved.

At the same time the glass bottle industry will point out an important export market for Scotch whisky—could be affected by a shortage of glass if the 10 per cent cut in

oil usage is imposed. Up to 85 per cent of the furnaces used by the glass container manufacturers are fired by oil, and because of the techniques used, a 10 per cent cut in consumption would lead to one of up to 20 per cent in output.

This would happen at a time when the industry's stocks have almost completely gone because of the unprecedented demand for glass containers so far this year.

All these points will be made by representatives of the Glass Manufacturers Federation at a meeting of the Confederation of British Industry to-day.

Marine fuel oil shortage affects world shipping

JAMES McDONALD, SHIPPING CORRESPONDENT

WORLD-WIDE shortage of fuel oil is threatening to disrupt world shipping movements as a result of Arab boycotts and cut-backs on oil.

A tramp shipping market, in particular, has been hit by a shortage of diesel oil and viscosity marine fuel in some

ships. At present, it is not tight supply but most ships have already introduced their location system to contract with bunker suppliers.

Some suppliers have indicated that they have no fuel at all.

According to some brokers on London Baltic Exchange, regular bunker contracts have been hardest hit and have forced to approach other companies with bunker contract ties.

A broker for a large Greek owner said that supplies of fuel in Japan and South America were "very tight."

Cost of obtaining fuel had by 100 per cent in a few in some places, he said, and prices varied considerably from port to port. "It is the price of the fuel but it is that is the problem," customers without fuel contracts, bunkers were not able and even large ship companies had found their fuel cut down.

The U.K. alone, Esso and Shell have warned contract holders of percentage allocations at bunker stations, with urging customers to economise.

These fuel uncertainties have played havoc with the dry-cargo charter market, which has suffered too from an influx of bulk-oil carriers freed from the oil market and therefore likely to depress dry-cargo rates.

One 50,000 dw ton tanker is reported to have been stranded at Las Palmas fully laden. The ship, although possessing sufficient fuel oil, was unable to obtain diesel oil to operate its auxiliary machinery.

Also, a bulk carrier, bound for Japan with a coal cargo was offered only 55 tons of her necessary 1,000 tons at a Panama Canal bunker station. The vessel was forced to go towards the U.S. west coast to search for fuel.

Major shipping lines and those involved in international container consortiums spent yesterday trying to make sense out of their advertised sailing schedules against the background of the cutback.

A cut in scheduled services was possible according to some lines. For many of their bunkering services are vital. Overseas Containers has bunker contracts to the end of the year but is nervous in case any of them are not honoured.

Furness Withy also admitted that the "bunkering situation was becoming very difficult. There are some areas where the availability of bunkers is starting to bite," particularly in Japan, Singapore, Hong Kong, Manila, the U.S. and South Africa.

Bill gives petrol rationing power

JOHN SORNE, LOBBY EDITOR

ENABLING Bill giving the Government powers to ration fuel, and also electricity if necessary, was published yesterday by the Department of Trade and Industry. It continues in force until March 30, 1974, with provision for the extension of certain powers by Order for a further

was emphasised in Whitehall this was essentially a precautionary measure, but a decision on rationing might have to be taken fairly soon.

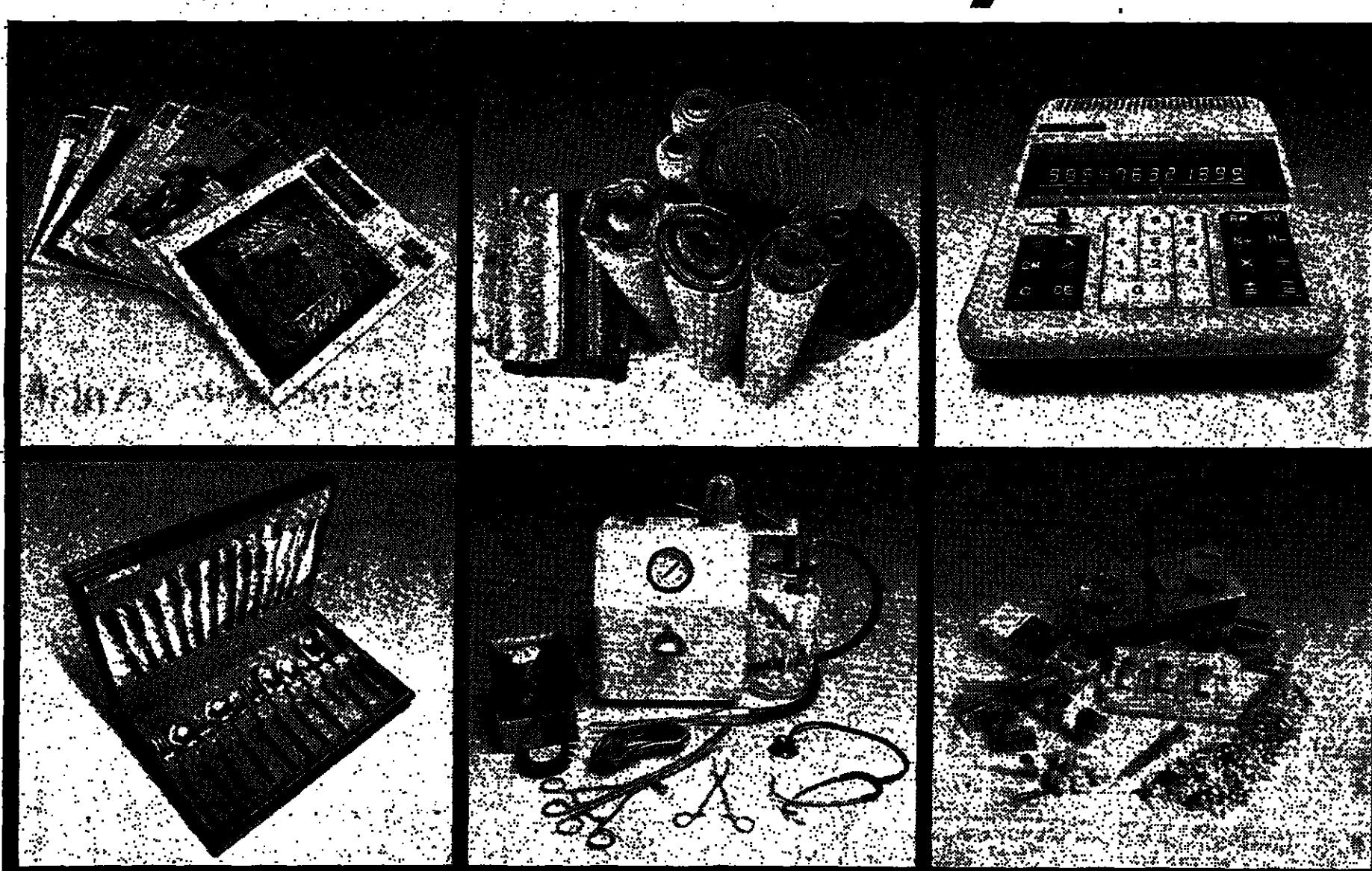
Motorists

According to Ministers, the Bill is precipitating such a reaction that a warning from the East might be cut further than so far expected; marked deterioration in oil supplies, which are claimed to be quite substantial; and the need for continuation of the rationing.

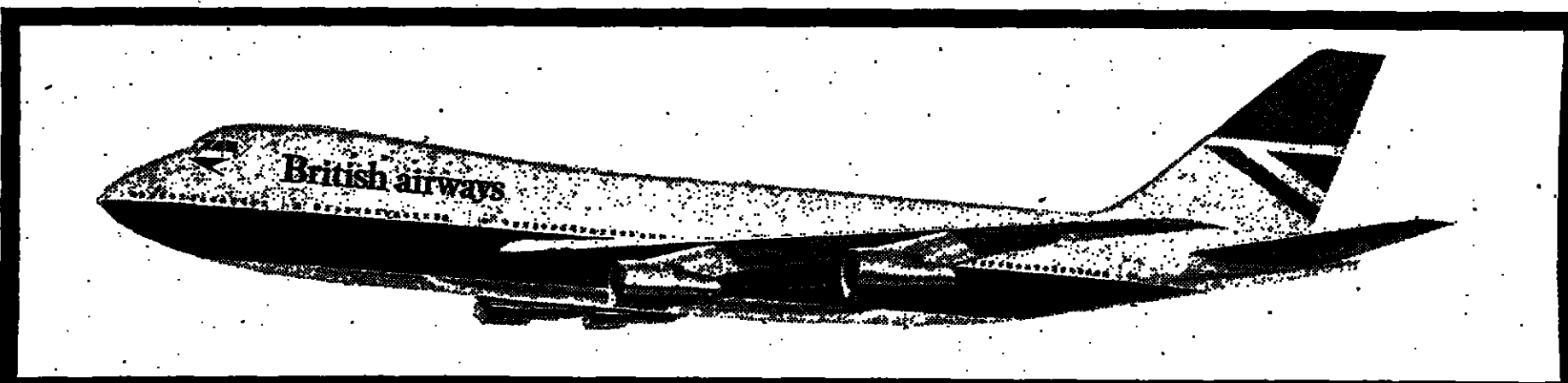
With an eye on the possible development of black markets and other illegal transactions, the Bill provides for up to three months imprisonment and/or a fine of up to £400 for breaches of the provisions of the Bill, but if rationing of supplies is introduced Government departments may need to increase staff by 2,000.

Attempts and acts preparatory to an offence could also carry the same penalties. The manpower requirements are difficult to estimate says the explanatory memorandum to the Bill, "but if rationing of supplies is introduced Government departments may need to increase staff by 2,000."

Time is money



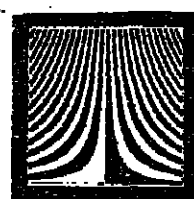
air freight can save you both



Failure to meet delivery dates is too often attributable to slow distribution. And that's unfortunate. Unfortunate because not enough companies realise that air freight not only saves them time, it can also save them money. For example, British Airways can dramatically cut lead times and capital tie-up. And with Agents in every city and an exclusive road link between 3 U.K. airports and 12 major centres we won't let you down at ground level either. What's more, our superior handling techniques,

containerization facilities and our new Cargo Clearway System at Heathrow Airport means you can also save on handling costs. British Airways Cargo offers more flights to more places out of the U.K. than any other airline. Now you'll want to know more about how we can improve your export performance and highlight your actual distribution costs. Contact your cargo agent or write to Colin Mitchell, P.O. Box 10, York House, Hounslow, Middlesex. But hurry... remember your competitors are reading this advertisement as well!

British
airways
cargo
BOAC



The Technical Page

EDITED BY ARTHUR BENNETT AND TED SCHOETERS

METALWORKING

Speeding exchange of technology

INFORMATION on the latest techniques used in the U.S. in metals processing and fabrication will be presented by American experts at a seminar to be held at the Stratford-upon-Avon Hilton Hotel on March 13-21, 1974.

The venture is being organised by International Research and Development Company of Essex, Way, Newcastle upon Tyne (NE5 2YD) and Universal Technology Corporation of Dayton, Ohio, with whom IRI is co-operating in the longer term in activities related to the advancement and application of new technologies in industry.

On the first day the topics are powder metallurgy, machinability and surface integrity. The main day will be devoted to the important topic of metal joining. Electron beam welding will be covered by Robert Wilt, of Grumman Aerospace, Bethpage, New York; diffusion bonding, brazing, arc and TIG welding, and other bonding techniques by William P. Koster, materials development supervisor, Rockwell International, Los Angeles. The second day will cover treatment by Dr. Edward V. Locke, of AVCO Research Laboratories, Everett, Washington. The second session of the third day will cover miscellaneous and special metals processing, the particular topics to be announced and in part governed by special requests from delegates.

CONSTRUCTION

Portal frame design

BARIC'S EXPERIENCE in the development of computer systems for structural engineering design applications has resulted in the company being commissioned by the Construction Steel Research and Development Organisation (Constrado) to develop the first of its recently announced computer programs to aid the steelwork designer.

The program will enable the speed and processing power of a computer to be utilised in the design of portal frames of steel buildings and to check the stability and deflections of the frames before the results are printed out.

It will be written as a sub-system of Genesys the construction industry computer system sponsored by the Department of the Environment, and will, therefore, be suitable for use as a normal "batch" service on most of the larger computers in the country.

The specification for this program has been prepared by Baric and is now with Constrado for approval. Programming work will commence shortly and will be completed in 1974.

Building scene in Europe

THE U.K. is the subject of the first volume in a new series of publications describing Europe's building industries prepared by the intelligence unit of Europe Design.

The series is intended to give an initial but comprehensive view of the building industry in each country, particularly for the use of other countries. Further volumes due to be published shortly include introductions to the industries of France, West Germany, Italy and Spain.

Europe Design is a group practice founded by architects, designers and engineers in April, 1968, whose members are actively engaged in practice in their own countries and abroad. It is concerned with the social,



Big scraper for U.K. market

INTERNATIONAL HARVESTER Company is to market in the U.K. next year its 444 PAY scraper, the first dual-engine, all-wheel-drive elevating machine with a capacity of 22 cubic yards and 50,000 lbs payload.

The 444 will tackle larger jobs under more adverse conditions of weather and grade, and its quality of work and all-round performance makes it more independent of support equipment. The elevator provides for fast loading in a wide range of materials, and an eight-position adjustment puts it at just the right distance from the cutting edge for each material.

International Harvester Company of Great Britain headquarters are at P.O. Box 25, 259 City Road, London, EC1P 1AD.

Infill panels

THE PROBLEM of distortion through heat from the sun, hitherto common to conventional foam sandwich cladding panels, is claimed to be drastically reduced with the Pandel Infill Sandwich Panel from Proctor and Lavender, Bridge Estate, Solihull, Warwickshire.

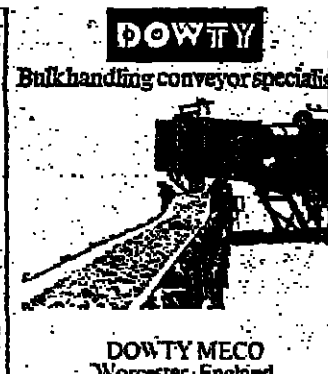
Designed for use as window infill panels for new buildings or those undergoing renovation, Pandel panels provide units specially constructed so that the structural sandwich part of the panel builds up an even temperature throughout, and therefore expands evenly.

Pandel window infill panels are available in moulded texture, aggregate and tile finishes in a wide choice of colours.

Wool fibre tiles

A FELTED mineral wool fibre ceiling tile, developed to produce a light-reflecting chequerboard ceiling effect, is now included in the Gold Bond ceiling tile range by Thermal Acoustic Products of 49 Rectory Grove, London SW4 0DU.

Suitable for installation in shops, offices, cinema, theatre and hotel foyers, restaurants, banking halls, schools, libraries, and other commercial and industrial buildings, the tiles are composed of non-combustible mineral wool fibres.



Automatic branding of pallets

LARGE quantities of timber pallets are lost every year, a fact which, says W. H. Sh and Son, put the number as high as 500.

This has led the company design an automatic branding device which will burn an identification mark on each corner block. The company says the cost of branding two diagonals opposite blocks would be 5p per pallet. More details may be obtained from the company at Dover Works, Diggie, near Oldham, Lancs. OL3 5NX.

Electronics Upgrading minerals

A SPECIALIST spectrophotometer has been developed by Gunson's Sortex (Mineral Automation) to determine reflectance of single irregular particles of up to 20 µm diameter.

The particle being examined can be rotated to give 30 readings per revolution. The filters are used covering wavelengths between 400 and 1,000 nm. The reflectance of meter or stripchart recorder. Reflectance values are expressed as a percentage of the reflectance of a white ceramic reference plate.

Principal uses are in determining whether crushed mineral particles such as decorative aggregate or impure materials can be upgraded optical colour-sorting technique also in selecting the filters, such a process, or in deciding whether the incidence of colouration of a particle tolerable or not.

Indicates hydrogen in steel

AN AUTOMATIC analyser, the Exhalograph EAH 203, for the rapid determination of hydrogen in steel and other solids has been put on the market by Balzers High Vacuum of Northbridge Road, Berkhamsted, Hertfordshire.

The company claims that, even in semi-skilled hands, the instrument is capable of producing a result in 2½ to 3 minutes according to the size of the capsule. The measuring range is zero to 200 micrograms of hydrogen.

A graphite capsule with a lid acts both as sample container and resistance heater. After placing the sample capsule into the furnace, closing the lid initiates the automatic analysis cycle and the result is subsequently read directly from an indicating of hydrogen. Furnaces of the meter with a linear scale calibrated in micrograms of hydrogen.

Hungary to take U.K. technology

TORVAC has sold its first vacuum furnace for East Europe. It was chosen by the Hungarian state buyer Nikex, at a cost of £20,000, against British and overseas competition. The user will be the Research Institute of Ferrous Metallurgy, Budapest, for vacuum brazing and heat treatment for its own programme and for a subcontracting service in Hungarian industry.

Advantages are that it can be operated at temperatures up to 1,500 degrees C. and there is superfast cooling, valuable for gas quenching and for quick turnaround time. Provision for a heat under gas cycle, with special features permitting the safe use directly from an indicating of hydrogen. Furnaces of the Series 34 model have also been supplied to the British Ministry of Defence.

Metal Box builds £4m. toolroom

FOLLOWING its £5m. project for four new beverage can-making lines for the U.K., Metal announced last month. Metal Box is to build a new precision toolroom costing about £750,000 at East Kilbride, near Glasgow.

Work on the new 3½-acre site is expected to begin next April and actual production by the spring, 1975. About 30 skilled toolmakers are expected to be employed initially. The toolroom will supply original equipment tooling to the company's Machinery Building Group factory at Shipley in Yorkshire. It will also produce replacement tooling for the company's own DWI lines and for customers.

The company's first precision toolroom in West London, believed to be the only one of its kind in this country when set up five years ago, is now overloaded. With the high capital cost equipment involved in the new toolmaking lines, there has to be a speedy interchangeability of tooling to make the process an economic operation. Accuracy up to a half of a ten-thousandth of an inch is required for replacement of such tools in the field.

SPECIALISTS IN THE MEASUREMENT & IMPROVEMENT OF PRODUCTIVITY
The D.K.Wright Organisation
Head Office: 27 Stamford New Road
Altrincham Cheshire. Tel: 061 928 8591



Design Council Award 1973

JCB 110 - a product of research.

'A total commitment to research and development.' That's the philosophy of J. C. Bamford Excavators, one of the world's leading manufacturers of earthmoving equipment.

A company that has invested over £4 million on improving its research facilities. A company that not only employs top engineers but also specialists in ergonomics, noise and pollution. A company where facilities such as hot and cold chambers, altitude simulators, engine test cells, metallurgy labs and test rigs are commonplace. A company which regularly consults outside authorities and universities for additional specialist knowledge.

The JCB 110, the world's first fully hydrostatic crawler loader in production, is a typical example of what correctly applied research and investment can achieve. A machine which has the engine at the rear for optimum visibility. A machine which is operated by single hand control. A machine with a performance of up to 40% more than competition. A machine which shows proper consideration for the operator and the environment. A machine which is reliable and easy to service.

A machine which has been awarded the Design Council Award 1973 for Engineering Products.

JCB 'Workforce to the World'

For the JCB profile write to Jim Harrison, Marketing Director, (Dept. FT3), J. C. Bamford Excavators Limited, Recceter, Staffs., ST14 5JP, England. Telephone: Uttoxeter (088 93) 3121

Pressure gauge is digital

PRESSURES in virtually any units can be indicated at distances up to 3,000m. from the pressure point, or further using Post Office lines, with a gauge system now being offered by Cooper-Walker Engineering of Dunbar, Scotland. Read-out units can be supplied with characters 8.8mm or 55mm high. No special cables are required and the accuracy is claimed to be better than 0.5 per cent.

At 2-second intervals a wide pulse and a train of narrow pulses is sent over the line. The number of narrow pulses is directly proportional to the pressure to be indicated. The digital readout contains a counter which is set to zero by the wide pulse and then counts the narrow pulses. The leading edge of the next wide pulse transfers the number from the counter to the display.

The system is supplied as a package and can be installed by electricians.

Tide depth gauge for safer navigation

THERE IS an increasing need for reliable and accurate measurement of tidal variations over the continental shelf, not only in the interest of basic scientific research, but also from more applied research related to the navigation of large vessels in shallow seas and operational flood warning systems.

The Bidston Observatory of NERC's Institute of Oceanographic Sciences has designed an off-shore tide gauge system that aims to measure simultaneously major perimeters with an accuracy of at least 0.01m in 200m (5 parts in 100,000). Capable of recording up to 20 channels of information for 40 days or more, it incorporates a flexible data logger developed by Marconi compatible with most available sensors. Twenty input channels accept either frequency or analogue information and output is recorded on magnetic tape in a computer-compatible format. Shipborne tests check the system before deployment and a telemetry link from the system to the vessel monitors performance both during deployment and on the sea bed.

The complete system comprises a number of self-contained sensor packs, the data logger and peripheral equipment mounted in an aluminium sub-frame which is further protected during deployment by a heavy steel frame. An acoustic command system is fitted for location and transmission control.

The day production got red-hot

Look around your factory. Is there anything there that will burn? Oils, paper, waste—anything like that?

Now all you need is a spark for you to have a raging inferno on your hands. Will your fire precautions cope? Or will flame spread... like wildfire?

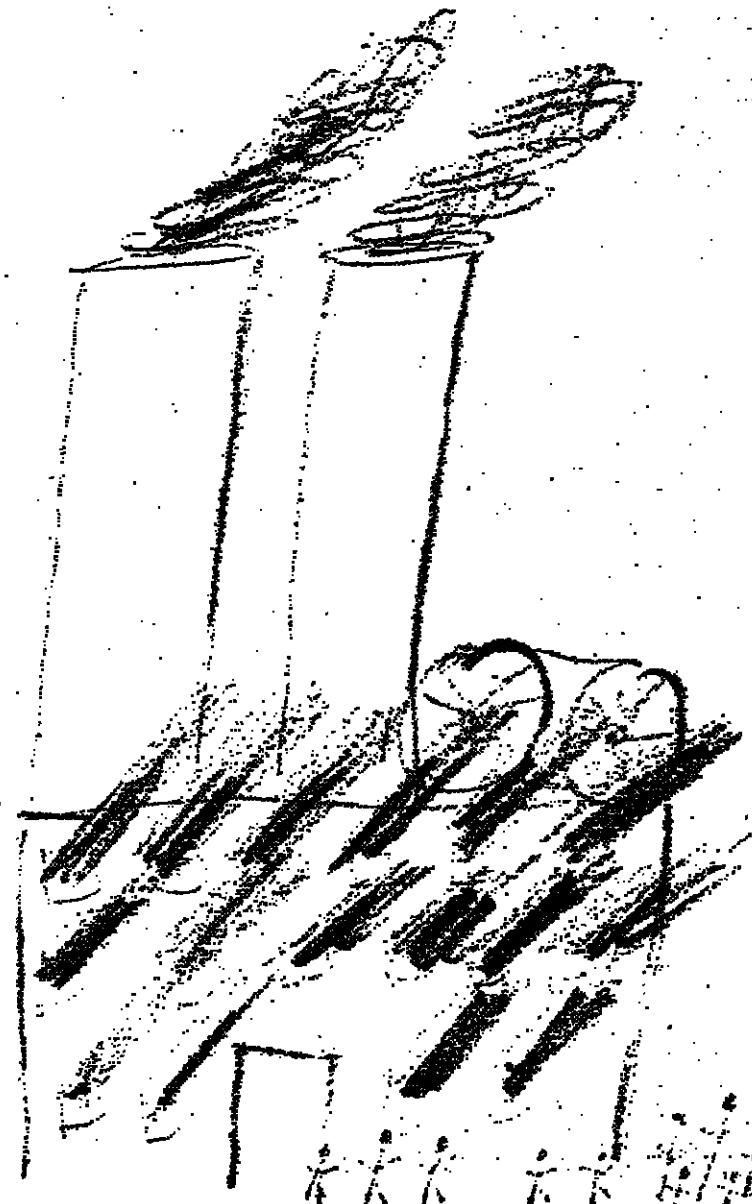
The most effective method of containing a fire in factories, hospitals, schools, hotels or other public places is asbestos. Asbestos is the completely non-combustible material. And it's as natural as the earth it comes from.

We'd like to tell you about its unique properties—the way it saves buildings and lives from disaster—and about the established safety precautions laid down for those who work with asbestos.

Please write to the address below.

The Asbestos Information Committee,
2 Old Burlington Street,
London W1X 2LH.
Telephone: 01-734 0081

asbestos
protects us





Our working day.

Behind the scenes, round the world,
you'll find MTE at work.

Serving a multitude of industries.
Frequently in hazardous conditions. Often
round the clock.

Electronic 'brains' for automatic pro-
duction processes.

Wired 'nerves' for remotely monitoring
speeds, temperatures or pressures.

Precision control for the 'muscles' of
industry.

Often all these things for a whole factory.
In a single comprehensive control system.

Our working day is...helping you
in yours.

**MTE puts electric power to work
in industry.**



EVERYTHING IN CONTROL

MTE Limited Leigh-on-Sea Essex SS9 5LS England



THE PRICE OF GROWTH, CRITICS TOLD

'London breakdown' claims rejected

BY JUSTIN LONG, PARLIAMENTARY CORRESPONDENT



Mr. Dudley Smith

Petrol rationing powers in new Bill

POWER TO introduce petrol rationing is included in the Fuel and Electricity (Control) Bill, introduced in the Commons and given an unopposed First Reading yesterday.

No indication, however, is given of when, or for how long, rationing could continue. The Bill, which could be law within two or three weeks, could remain in force until November 30 next year and even then be continued.

Petrol rationing rules and regulations can only be brought in if Mr. Peter Walker, Secretary for Trade and Industry, makes Statutory Orders.

The main section of the Bill allows him to introduce such orders "regulating or prohibiting the production, supply, acquisition or use of" petroleum as well as the supply and use of electricity. He may also regulate prices of petrol and petroleum products.

Penalties for not complying with the controls are maximum of three months' imprisonment, a fine not exceeding £400, or both.

The Bill which has only 11 clauses and also applies to Northern Ireland is not expected to have a long Parliamentary passage. The explanatory memorandum says manpower requirements are difficult to estimate. "But if rationing of supplies is introduced, Government departments may need to increase staff by 2,000."

£100,000 for Mid-East peace

THE BRITISH Government is making an advance contribution of £100,000 against the eventual assessed share of the costs of the UN Emergency Force in the Middle East. It was disclosed in a written Commons answer.

Replying to Mr. Cecil Parkinson (C. Enfield W.), Lord Balfour, Minister of State, Foreign and Commonwealth Office, said, "Discussions were still in progress on the scale of assessments to be adopted for the apportionment of the costs among member states."

SUNGEI BAHRU RUBBER

The forty-first annual general meeting will be held in London on 13th December 1973. The following is an extract from the circulated statement of Mr. P. T. Guntton (Chairman):

The profit for the year before tax was £2,582 compared with £15,105 in the previous year. The increased profit is the result of an average net selling price for the rubber crop of 18p per kg. against 13.07p previously, an improvement of 5.93p. Production costs were higher by some 4p per kg. due to higher wages geared to the price of rubber, export duty and the floating of the pound sterling since June 1972.

The provision of £20,170 for taxation includes for the first time advance corporation tax of £8,298 related to the interim and postponed final dividend but now paid not under the new imputation system and is, therefore, not comparable with last year's.

The after-tax profit is £1,282 compared with £1,047, an increase of 21.47 per cent. From the available balance the board recommended a final dividend of 6.215p per share payable on 14th December 1973 making 6.255p per share for the year. This is an increase of 10.47 per cent on the total for the year to dividend of 5.655p against 4.40p for 1971-72. This increased dividend has received U.K. Treasury approval under the Government's counter-inflation legislation.

The severe drought conditions experienced last year resulted in a disappointing reduction in crop by 64,223 kg. to 1,468,481 kg. or some 4 per cent. For the first three months of the current year to the end of September there has been a welcome recovery in crop — 493,512 kg. compared with 389,640 kg. for the similar period in 1972.

Our factory continues to produce excellent quality crumb rubber, mostly in the form of SBR 50V (reinforced viscous) rubber which has been well received by the market. The recovery in rubber prices which began last Autumn gathered momentum during the first half of 1973 and at the close of the financial year 1972 was quoted in Kuala Lumpur at 182 cent per kg. or almost exactly double the price twelve months previously. Although increased economic activity in the Western consuming countries was the main factor behind the rise, the market was also influenced by a large volume of speculative activity which owed much of its force to currency uncertainties. After reaching a peak of 228 cents in mid-July the market has moved lower in recent weeks on account of a background of worldwide synthetic shortages. The outlook for natural rubber appears better than for some time and prospects for the current financial year seem encouraging.

Secretaries and Agents, Harrisons & Crossfield, Limited.

THE GOVERNMENT last night rejected Opposition accusations in the Commons that London's public services—notably transport, housing and education—were reaching the point of breakdown.

Amid noisy interruptions from the Labour side, the Government's front bench spokesman, Mr. Dudley Smith, Under Secretary for Employment, maintained the problems were the price of growth and of reducing unemployment.

Emphasising the need for the observance of Stage Three of the counter-inflation programme, the Minister told MPs the Pay Board had been asked to look as speedily as possible at the question of London allowances that could be permitted under the Pay Code.

He warned the House, however, that this sort of differential could only be small.

As Labour MPs derided his defence of Government policy, Mr. Smith called on the Labour-led Greater London Council, to "stop playing politics" and to operate with the Government.

Attacking the Government when he opened the debate, Ronald Brown, Opposition Front Bench spokesman, said: "Like Nero, they fiddle while London is virtually being brought to a standstill."

The censure motion he moved criticised the Government "for allowing the essential public services of the capital city to deteriorate to the point where they are now reaching breakdown and are causing grave hardship to the population of Greater London."

"Crisis point"

Mr. Brown said the desires of Londoners were not absurdly high. They wanted a home for their family, a job, good transport facilities, a decent education system, adequate hospital facilities, a happy environment and an efficient police force.

The housing position became worse daily. "Not only are fewer houses being built in accordance with Government policy, but those that are built are costing a fortune."

It was impossible to buy a house in London for less than £12,000 and virtually impossible to recruit and keep staff in public services. "Public transport staff shortage is at crisis point."

"Yet all the Prime Minister can do is to be rude and offend."

Peers give warning on cost of sports ground safety

THE BILL proposing improvements in crowd safety at sports grounds could mean the end of play for many organisations, Lord Garsworthy (Lab.) claimed in the Lords.

"I am told on good authority that the cost of implementing this Bill could go far beyond the means of many governing bodies of sport."

Unless the Government made arrangements for financial help, the measures would have a "devastating effect" on many sporting activities. He added: "It is a frightful discouragement. For many organisations it could be the end of play."

Lord Garsworthy was speaking during the Second Reading debate on the Safety of Sports Grounds Bill, which implements the main recommendations of the Wheatley Report on crowd safety at sports grounds.

The Bill enables a local authority to apply to a court for a prohibition or restriction on the use of a sports stadium not covered by a safety certificate. The cost to local authorities as a whole is estimated at £90,000 for the initial application of the scheme. After that the total annual costs are not expected to exceed £30,000.

These costs will be offset by fees to be charged for certificates. The costs to central Government are estimated at £20,000 per annum which should diminish as the scheme comes into operation.

Viscount Colville of Culross, Minister of State, Home Office, said the Bill gave local authorities an emergency power to close a stadium and ban the public from entering if it was found to be dangerous.

As the initial order covered only 80 grounds the expenditure for local authorities would be comparatively small and would be retrievable from licence fees. The expenditure to clubs would depend on the present standard of safety and the need for improvements.

There would be no cash assistance from the Treasury to meet these improvements. He added that the Government wanted to achieve a degree of safety to lessen the risk of another disaster like Ibrox Park.

Lord Garsworthy, from the Opposition front bench, said no detailed safety requirements were laid down in the Bill and local authorities were to be guided by a non-statutory code of practice.

"This could result in a variation of standards," he suggested a schedule stipulating at least minimum standards be included in the Bill.

The Government should make adequate provision for helping in the financing of the improvements. The safety of spectators



Mr. Dudley Smith

Tokyo, and a big problem in Glasgow and Liverpool.

"It does not help these public services, or the public, or contribute to a proper understanding of the situation, to suggest they are virtually on the verge of breakdown." They were not.

There were two notified vacancies in the London area for every unemployed person. It was broadly correct to say that London Transport were not more short of staff than other main employers.

In the hotel and catering sector there were as many vacancies in 1968 when unemployment was even lower. "This is the price of growth. It is the price of getting unemployment down."

Turning to pay and incomes, Mr. Smith said: "I don't believe, even if pay in the public services could be raised to the levels prevailing in other employments, it would be easy, or even possible, to get all the staff wanted."

One of the biggest stumbling blocks in the way of any solution, he said, was the unpopularity of the Government.

The education service in London was "close to breakdown." There was a shortage of 250 full-time and 275 part-time teachers. A total of 26 schools were working part-time and another ten were expected to join them soon.

"The absurd situation of the Education Secretary sitting on the sidelines, wringing her hands and saying 'We are in a jam' while her representative on the Burnham Committee blocks every attempt to improve the situation is little short of scandalous."

"Perhaps the most frightening aspect of the situation is that it is already known that next term, due to additional shortages arising from resignations, some schools might collapse."

Speaking of hospital staff shortages, Mr. Brown said there was increasing evidence of the "mushrooming" of agencies who paid wages far in excess of anything the hospital service could pay.

"Little wonder staff are becoming cynical at this unacceptable face of Government policy." There was also a deficiency of 3,500 nursing staff and the number was still going down.

Mr. Dudley Smith, Under Secretary for Employment, said public services were facing staffing difficulties in London and other cities. "It is an endemic problem in New York, action."

Lord Westwood (C) who is chairman of Newcastle United and a Football Association councillor, said clubs welcomed the plans for licensing and the safeguarding of the public.

However, the financing of any improvements would be a problem for most. There would have to be some uniformity of standards imposed by local authorities.

On appeal, decision should not be left to one person appointed by the Secretary of State, but should be in the hands of a tribunal which should include representatives from the police, a planning architect, and other bodies concerned with crowd control.

Lord Westwood said that with a figure of 233,700 spectators attending football games in England during the 1972-73 season it was amazing that there had been no disasters other than the one at Ibrox in 1971 and at Bolton in 1946.

The financial burden of safety improvements would prove too much for many clubs. Only 82 professional league clubs in England made money. The others struggled along with lottery schemes.

Changes in VAT seizure powers

A "TIDYING UP" operation on various aspects of VAT is contained in new regulations laid before the Commons yesterday.

One of the changes marks a victory for those who had criticised the powers given to the Commissioners of Customs and Excise to "levy distress"—that is to seize goods where payment of VAT had not been made.

As the regulations stood it was legally possible for the Commissioners to take this action even though the person owing the tax had already appealed to a VAT tribunal against the assessment.

This had caused considerable disquiet in spite of the fact that the Commissioners had promised the powers would be used with discretion and that no such seizure had been made.

The regulations have been amended to provide that such action cannot take place during the period of the right of appeal to a tribunal.

Several changes of a technical nature are contained in the amendments. They deal with the treatment of partly exempt persons as fully taxable, claims from relief from VAT incurred before registration, regulations affecting companies who manufacture both for the domestic and export markets.

The changes are contained in the Value Added Tax (General) (Amendment) (number 2) Regulations 1973.

Land Registry Bill given Second Reading

IT WAS astonishing that after more than 100 years the process of land registration in England and Wales was still very far from complete, Lord Hailsham, Lord Chancellor, said in the Lords.

He was opening a debate on the Second Reading of the Land Registry Bill. A Lords measure, it reorganises the Land Registry as an independent public authority with a legally qualified Chief Land Registrar as chairman. The Bill applies to England and Wales only.

Lord Hailsham said the Land Registry first came into being in about 1862 and the state of the law had been considered at intervals since 1923.

In 1973 there were still about 27m. people in England and Wales who lived in areas not covered by compulsory registration. He hoped next March to reduce this figure by another 2m. by an Order he had recently made.

The new system of land registration made conveyancing simpler and cheaper. There was no need for law practitioners to learn any new methods. Lord Hailsham recommended the Bill because it provided for the smooth expansion of land registration.

For the Opposition, Lord Gardiner said: "First, I think this is a silly Bill but I could not put my hand on my heart and say if I were still in the Lord Chancellor's place I should not be introducing the same silly Bill myself."

When he had been Lord Chancellor he had been forced to stop the expansion of the Land Registry when the Labour Government, after devaluation, cut back on the numbers of Civil Servants.

In place of this he would insert in the Bill simply: "Any promise made by the leader of any political party about future numbers of civil servants shall not apply to civil servants in the Land Registry."

The Bill was given an unopposed Second Reading.

Channel rail tunnel Bill

THE Channel Tunnel Bill for the construction and operation of a railway tunnel system under the English Channel, was introduced in the Commons and given a formal First Reading.

The Channel Tunnel Bill, for the construction and operation of a railway tunnel system under the English Channel, was introduced in the Commons and given a formal First Reading.

The Channel Tunnel Bill, for the construction and operation of a railway tunnel system under the English Channel, was introduced in the Commons and given a formal First Reading.

The Channel Tunnel Bill, for the construction and operation of a railway tunnel system under the English Channel, was introduced in the Commons and given a formal First Reading.

The Channel Tunnel Bill, for the construction and operation of a railway tunnel system under the English Channel, was introduced in the Commons and given a formal First Reading.

The Channel Tunnel Bill, for the construction and operation of a railway tunnel system under the English Channel, was introduced in the Commons and given a formal First Reading.

The Channel Tunnel Bill, for the construction and operation of a railway tunnel system under the English Channel, was introduced in the Commons and given a formal First Reading.

The Channel Tunnel Bill, for the construction and operation of a railway tunnel system under the English Channel, was introduced in the Commons and given a formal First Reading.

The Channel Tunnel Bill, for the construction and operation of a railway tunnel system under the English Channel, was introduced in the Commons and given a formal First Reading.

The Channel Tunnel Bill, for the construction and operation of a railway tunnel system under the English Channel, was introduced in the Commons and given a formal First Reading.

The Channel Tunnel Bill, for the construction and operation of a railway tunnel system under the English Channel, was introduced in the Commons and given a formal First Reading.

New Canadian bid to sell heavy water type reactor to U.K.

BY DAVID FISLOCK, SCIENCE EDITOR

A FRESH Canadian bid to persuade the British Government of the advantages of an Anglo-Canadian collaboration on the heavy water type reactor is to be made early next week.

Mr. J. Lorne Gray, president of Atomic Energy of Canada, the Crown company designing and building the Candu reactor, expects to see leading Government and nuclear industry officials—possibly including Mr. Peter Walker, Secretary for Trade and Industry—in London on Monday.

The Canadian case will be that with the Candu reactor it comes closer to an "off-the-shelf" concept than any vendor of the U.S.-type of light water reactor can claim.

The Central Electricity Generating Board has indicated that it would be willing to order a series of six twin-reactor nuclear stations, each of 2,400 MW capacity, at a cost of about £2,000m. It offered off-the-shelf reactors to strict guarantees of performance, delivery and price.

It believes that Westinghouse Electric would be prepared to support guarantees for such a Candu reactors under construction.

Ulster industrial outlook 'promising'

FINANCIAL TIMES REPORTER

ANNOUNCING a new factory development, Glen Electric, which expects to employ about 150 people, Mr. David Howell, Minister of State, Northern Ireland, said yesterday that 1973 looked like being the Province's best year for several for industrial development.

In the past 10 months Northern Ireland has not only seen increasing evidence of international confidence in its industrial future but has witnessed substantial commitment to it from many sources, he added.

Mr. Howell said: "Early in the year the massive investment in the new factory at Carrington, which will range from £25m. new plant on the outskirts of Londonderry and very considerable expansion of its existing operations here. We have topped off with investment from several overseas countries."

"We saw reactivation after a lapse of a couple of years of domestic electrical appliances."

Express Dairy campaign to cut bottle losses

EXPRESS DAIRY yesterday began a campaign to cut bottle losses. The 32m. milk bottles distributed every day are not being returned at a cost to the dairy companies of more than £500,000.

The Express Dairy collars tell customers: "We do not wish to alarm our customers, but we are losing bottles at a faster rate than the manufacturers can supply them. Apart from the cost of these losses, it will affect your milk deliveries and, if bottles are returned, please return our bottles daily."

Their move follows similar action by Unigate, who are distributing 3m. bottle collars over several months. They plan to distribute large numbers, it is understood, just before Christmas.

Throughout Britain 15m. of

Inflation accounting conference

A CONFERENCE on inflation accounting—alternatives and implications, organised by the Institute of Chartered Accountants in Ireland and the Financial Times, will be held at the New London Theatre on December 6.

Sir Ronald Leach, chairman of the Accounting Standards Steering Committee, will be in the chair.

Topics covered will include: the case for using current purchasing power accounting by C. A. Westwick, under-secretary (technical), Institute of Chartered Accountants in England and Wales; the case for using replacement cost accounting by R. S. Allen, director, J. and A. Scrimgeour; practical experience of using current purchasing power accounting by R. G. Wilson, financial director, British Engines; working with replacement costs by J. Vos, NV Philips Gloeilampenfabrieken, Eindhoven; and an investor's view by D. Hunter Johnston, J. Henry Schroder Wagg and Co.

The prospects for the second half of the year are more encouraging but it is difficult to be optimistic about profits during Stage 3. Sales volumes are being more than maintained and with further diversification anticipated the future, the company should have a strong base from which progress.

BSC promise over Durham fluorspar plant

TALKS BETWEEN the British Steel Corporation and Durham County Council plans for a fluorspar crushing plant in Wearside are expected to result in recommendations to the Department of the Environment early next month.

BSC's proposals, which are supported by Wearside Council, were recommended for approval by a Government inspector who conducted a week-long public inquiry. But Mr. Rippon, the Environment Secretary, asked for further talks between BSC and the county planners on landscaping and possible alternatives to the BSC site at West Blackdene.

Mr. Wilf Hume, Wearside council clerk, said yesterday that the new submissions by BSC and the planners would be made to the Department of the Environment early in December.

U.K. plan for Philip Morris

FINANCIAL TIMES REPORTER

PHILIP MORRIS, the tobacco company, is to build a new U.K. factory at Normanton in North Derbyshire. The factory, which will cost £10m., will create new jobs and produce cigars for the British market.

Philip Morris said in the statement that it was planning to produce of Virginia cigars in Britain. At present, the market is supplied from Morris factories on the U.S. market.

The company's Marlboro brand, together with Gauloises, is the foreign cigarette brand with the highest sales in the U.K. market.

At the time of the company's announcement, Morris said the planned plant would supply both the market and Europe.

Tourists up 8% in month

ABOUT 624,000 tourists, including travellers from the EEC, arrived in the U.K. in September, a 8 per cent increase on September of the previous year, according to the Department of Trade and Industry and British Tourist Authority.

The figures, which exclude Republic and Commonwealth visitors, show that arrivals in the last month of the year were up 8 per cent on 1972.

For the fourth month running the number of U.S. visitors has risen.

RESTORED GRAVE PITERS WIN AWARD. The Sand and Gravel Association (SAGA) this year awarded the record number of 27 plaques for meritorious restoration after-use of worked-out pits.

INTERIM STATEMENT

ROBERTSON FOODS LIMITED

Makers of GOLDEN SHRED

Unaudited results for the half year to 30th September 1973

	Sept. 1973	Sept. 1972
Group Turnover	£14,831	£12,217
Group Profit before Interest & Tax	801	967
Group Profit after Interest & Tax	550	822
Ordinary Dividend (gross equivalent)	253	459
Earnings per Ordinary Share (Nil Distribution Basis)	2.61p	4.44p

The comparative figures include the turnover and profit of Perry S.A. (French subsidiary) from its acquisition on 1st January 1973.

The government policy of intervention referred to in my last statement had severe repercussions. Delays of up to three months in implementing price increases under Stage 2 to cover unprecedented rises in costs coupled with non-allowable productivity offsets, have considerably reduced U.K. profits. In addition, the financing of substantially increased values of stocks at high interest rates have reduced profits significantly.

The policy of seeking diversification abroad, which is still continuing, has been justified by the company's latest acquisition, Perry S.A., which earned record profits at the half year stage and with good prospects of further improvements.

The prospects for the second half of the year are more encouraging but it is difficult to be optimistic about profits during Stage 3. Sales volumes are being more than maintained and with further diversification anticipated the future, the company should have a strong base from which progress.

S & U Stores Limited

Interim report from Mr. Clifford Coombs

The unaudited results of the group for the half year ended 31st July 1973 are announced as follows:

	1973	1972
Net profit	£101,706	£101,540
Less estimated taxation	51,563	40,612
	50,143	60,928

The board has declared: (1) A net interim dividend of 6.125p per ordinary share which is equivalent to a gross dividend of 7% (1972-73). (2) A net interim dividend of 3.75p per participating preferred ordinary share which is equivalent to a gross dividend of 10% (1972-73). Both dividends to be paid on 5th April 1974.

The net cost of the payment of ordinary dividends to the shareholders, after the directors' waivers amounting to £18,893, will be £66,514.

Subject only to no major deterioration in the national economic climate, see no reason whatsoever why our results at the end of the financial year should not indicate further progress.

Edgemoor Street, Birmingham 5. Telephone 021-622 4881

Fuji Bank.



Here, There, Everywhere.

Fuji Bank has gone international. With offices in all of the world's major financial centers.

For help with international banking, from overseas remittances to syndicated loans, please contact the Fuji Bank office nearest you.

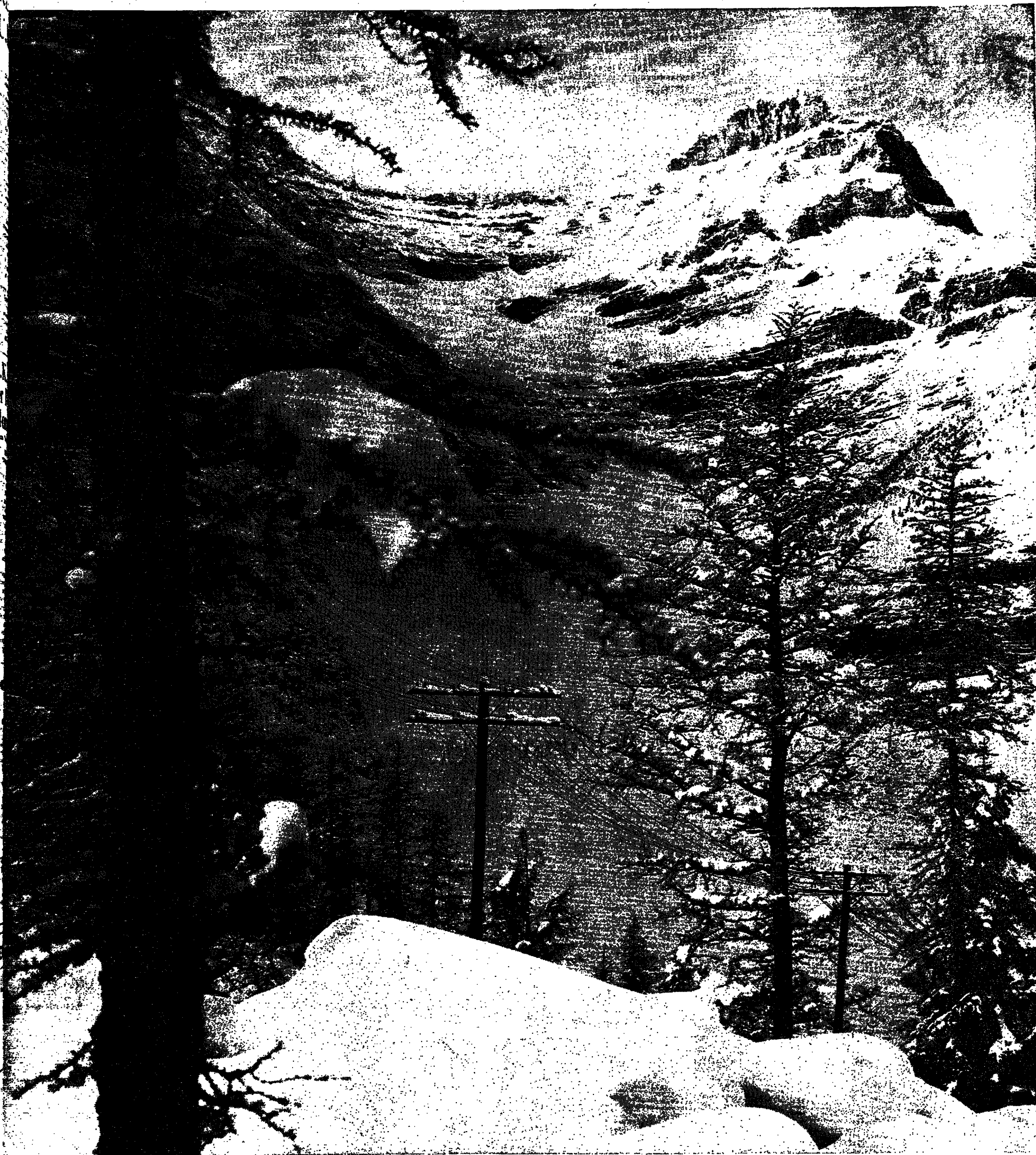
In Europe, North America, South America, Southeast Asia, Oceania and Japan, Fuji Bank means business.

—London—Düsseldorf—Zurich—New York—Los Angeles—Toronto—Sao Paulo—Hong Kong—Singapore—Kuala Lumpur—Jakarta—Seoul—FUJI BANK—Melbourne—Sydney—C.P.O. Box 148, Tokyo, Japan

London Branch: Salisbury House, Finsbury Circus, London E.C. 2P 2JH. Tel. 628-0601-5 / Düsseldorf Branch: Immermannstrasse 3-5, Dusseldorf. Tel. 353778 / Subsidiary: Fuji Bank (Schweiz) AG, Zurich / Associate & Affiliate: Japan International Bank Limited, London; Fuji Kleinwort Benson, Limited, London.

هكزا مت الأمل

سكوت كيوكل



Ever wondered how the Mountie gets his man?

The middle of Canada in the middle of winter isn't the best place to have to hunt someone down.

Still it's a job that has to be done—but, even a Mountie will admit, he needs all the help he can get.

And that's where we come into the picture. Northern Electric's our name and we're a member of the Bell Canada group. Our business is telecommunications and our backyard has been Canada.

We've been responsible for giving Canada what is one of the world's fastest, most efficient and advanced telecommunications systems. A system even a Mountie can rely on.

And we keep on improving it year in, year out by pouring over 36 million dollars into research and development. That's a lot of dollars... but one thing it means is that when a Mountie picks up a telephone in the middle of nowhere it'll work—and fast. After all isn't that what a telecommunications system is all about?

Northern Electric's turnover is more than 600 million dollars a year. It's one of the world's great telecommunications companies, making the world's most advanced computer controlled electronic exchange systems, and everything that, in 50 countries, is making the telephone a trusted servant.



Northern Electric

COMPANY LIMITED

P.O. Box 6123, Montreal 101, P.Q., Canada.

CEGB looks at Suffolk site for nuclear station

BY CHRISTOPHER LORENZ

THE CONTROVERSIAL Ministry of Defence research establishment at Orford Ness, Suffolk, may become the site of a nuclear power station, the Central Electricity Generating Board revealed yesterday.

The Board is to check the site's suitability, and it will be at least a year until this probe is completed. If the CEGB decided the site was suitable, it would apply for planning consent. It has promised that this would happen only after local consultations.

The attraction of the site is its distance from large population centres, its proximity to water, and its size (it could accommodate a power station of 5,000MW or more, much larger than any of the stations under construction or on the drawing boards).

In advance of the Government's decision on the CEGB's attempt to install a series of American light-water reactors, the Board is saying nothing about the type of reactor it

Barbican Arts Centre cost leaps to £33m.

By Michael Thompson-Neel

THE CITY Corporation's latest estimate of the final cost of the Barbican Arts Centre is £33m. This compares with a 1971 estimate of £16.7m, possibly rising to nearly £20m.

The Corporation's determination to press ahead with work on the centre was confirmed yesterday by Mr. George Vine, chairman of the Barbican Committee.

At a meeting designed to explain the technical complexities of building the centre—some experts believe it will be more difficult to build than Sydney Opera House—Mr. Vine said: "It should be no surprise that because of inflation in building costs since 1972 the cost of construction has increased."

Mr. Vine added: "We are committed to building the Barbican. Our energies are now directed at getting it finished as soon as possible." The main contractors are John Laing Construction.

The Barbican Arts Centre, which is hoped will be working by 1977, will incorporate a 1,200-seat theatre designed for the Royal Shakespeare Company; a 2,000-seat concert and conference hall which will be the home of London Symphony Orchestra; a cinema and lecture hall; a new building for the Guildhall School of Music and Drama; premises for the City Lending Library and an art gallery and open-air sculpture court.

Drumbuie plan probe told of job hopes

By Our Own Correspondent

BALMACARA, Nov. 20.

AN ECONOMIC consultant told the Drumbuie public inquiry today that 800 to 1,000 jobs would be created in the Kyle of Lochalsh peninsula, Ross and Cromarty, if the Secretary of State for Scotland agreed to the concrete oil platform project.

Mr. Geoffrey Cox, of Economic Consultants, which was retained by the Department of the Environment for the Channel Tunnel and Maplin Airport schemes, gave evidence for John Mowlem and Co. and for Taylor Woodrow Construction. He detailed direct employment prospects, spin-off and multiplier effects on the scattered West Coast island communities adjoining the proposed oil platform.

Depending on local business enterprise, up to £400,000 per year would be spent by the companies for local support services. But Mr. Cox cautioned that the planned 10-15 year life of the platform yard could have a limiting effect on local business development.

An extract from Operation Counterdrift—a Highlands and Islands Development Board register of people employed elsewhere in the U.K. who sought jobs in the Highlands area—was introduced in evidence by Mr. Michael Mann QC, for Taylor Woodrow.

Mr. Cox said his studies of the economic impact of the project included statistics from the register, which showed that 1,130 engineering workers and 708 construction workers were listed as seeking work.

Mr. Cox will continue to give evidence to-morrow on the national economic implications of the multi-million pound project.

CARBON-FIBRE SHAFT ORDERS TOP 2,500

Orders for Britain's first mass-produced carbon-fibre shafts, manufactured by Pottery and Harvey, have topped 2,500 since it was introduced at the end of June.

The shaft is 50 per cent lighter than conventional steel shafts, and can improve the drive of an experienced golfer by up to 25 yards.

Mr. Newey said that Dr. Skuse also concluded that, as a result of the fire, the Galvestos wall was subjected to intense heat which caused the surface to buckle and emit vapours which ignited and burned.

The heating on one side caused the buckling of the Galvestos wall on the other side. The pattern was consistent with the fire having been transmitted upwards and sideways inside the cavity between the Galvestos and the lining material.

Flames reached the Orogias on

Poulson paid over £1,000 for civil servant's holidays—QC

WILLIAM POTTINGER, a senior civil servant, had holidays worth over £1,000 paid for by John Poulson, the former international architect, a court was told yesterday.

Mr. John Cobb QC, prosecuting the two men on conspiracy and corruption charges, said Pottinger and his family spent a two-week Christmas holiday in the Swiss Alps in 1964.

Mr. Cobb told Leeds Crown Court that the bill was £588, and the holiday was at the expense of Poulson.

Pottinger also had a summer holiday in Italy, and the £457 bill was paid by Poulson.

Mr. Cobb asked: "What would be going on through your mind when you were remembering Mr. Pottinger as a highly intelligent man, being given £1,000 worth of holiday in one year by a man you first met on March 14, 1963?"

"Was this something that was coming like manna from Heaven, or was this an ambitious man getting everything he could from a man who was in a very influential position?"

The charges

● Poulson and Pottinger are charged with conspiring to commit corruption between April 1963 and May 1968, in that they conspired together that Poulson should corruptly make and Pottinger should corruptly receive gifts and consideration made for the purpose of influencing the conduct of Pottinger in relation to and by virtue of Pottinger's employment by the Crown.

Poulson is charged that between April 26, 1964 and May 22, 1964, he corruptly gave or agreed to give Pottinger a reward, namely a suit and overcoat valued at £157 as an inducement or reward. Pottinger is accused of accepting or agreeing to accept the gift.

Poulson, between November 1, 1964, and January 22, 1968, is accused of corruptly giving or agreeing to give Pottinger a holiday in Switzerland valued at £638, for Pottinger and members of his family. Pottinger is charged with accepting or agreeing to accept the gift.

Poulson is further charged that between February, 1968, and February, 1966, he corruptly gave or agreed to give Pottinger a reward, namely a Rover motor car, or the use of the car, as a reward. Pottinger is accused of accepting the gift of the car procured for him by Poulson from Rovergarage Services, as an inducement or reward.

Mr. Cobb then spoke of a memo written by Poulson to one of his employees who was due to attend a meeting in connection with the holiday village project.

In the memo, Poulson suggested that it should be "dropped casually" that Reginald Maudling, former Home Secretary, was chairman of Construction Promotions, a Poulson company.

This, said Mr. Cobb, was specifically for the ears of Mr. Harry Vincent, managing director of Bovis, builders of the project.

Mr. Cobb then spoke of a memo written by Poulson to one of his employees who was due to attend a meeting in connection with the holiday village project.

Mr. Cobb said that in the summer of 1967 there was another holiday village project, and a stay at the Dorchester Hotel. The passenger list for the cruise included Poulson and Pottinger and the total bill was about £1,000. Before Pottinger went on the holiday he was overdrawn at the bank by about £12.

Mr. Cobb told the jury of three Board meetings of the Cairngorms Development Company in 1967 and 1968 when Poulson, as a representative in relation to this scheme, and here was Poulson asking for a meeting about the question of his fee.

Mr. Cobb alleged that another letter from Poulson about a problem in the Aviemore project—was "nothing less than a set of instructions" to Pottinger.

Mr. Cobb wrote: "George, you can push them into this, as it wants it because the whole development is completely out of balance."

Mr. Cobb said that when trouble arose over the Aviemore sewage plant in 1968, a "curious" letter was addressed by Poulson to Lord Fraser, the leading figure in the development plan.

In fact, the draft of the letter was the handiwork of Pottinger who was trying to write a nice, complimentary letter.

"Here you see another example of the verbiage of Pottinger to help and ingratiate himself with Poulson," said Mr. Cobb.

"One wonders what Lord Fraser would have thought had he known that Pottinger had written this letter, particularly in view of the fact that a few days before it was written Pottinger had received £1,650 from Poulson."

At the time the letter was being drafted, Pottinger's bank account had received a "solitary injection" of £1,650—purchase price of a plot of land at Muirfield.

Mr. Cobb said that when Poulson was in trouble, the first person he turned to was Pottinger and he had "turned up trumps" by writing this letter.

Mr. Newey told the commission: "You may think this is a clear warning that, in the opinion of the U.S. company, that in a structure where a large area of Orogias is used, some form of sprinkler system should be provided."

The hearing continues to-day.

Scottish surveys company launched

BY CHRIS SAUR, SCOTTISH CORRESPONDENT

EDINBURGH, Nov. 20.

FORMATION of a new Scottish company—Sea and Land Surveys—was announced to-day. The company, based in Glasgow, will undertake high-speed land and seabed surveys for local authorities, oil companies and property developers.

With a capital of £10,000, the company is backed by R. J. MacLeod, the Scottish civil engineering group. It has invested about £20,000 in electronic surveying equipment manufactured largely in Switzerland.

Mr. Ruisdean MacLeod, a director of the civil engineering group, heads the company with Mr. Tom Logan, an experimental officer at Strathclyde University who has been working on new

surveying methods designed to cut field-work by about half.

Sea and Land Surveys aims to operate up to five field crews and hopes to achieve a turnover of more than £100,000 within a year.

Mr. MacLeod said that during the next decade more surveying of the Scottish coastline would be undertaken than at any time previously. From the oil industry the principal demand would be for surveys of pipeline routes, rig and platform locations and onshore terminals and jetties.

In addition, local authorities and port authorities were now responsible for hydrographic work which was previously undertaken by the Navy.

EEC membership 'will benefit' U.K. cold-rollers

FINANCIAL TIMES REPORTER

BRITISH COMPANIES which prepare standardised steel structural and building components, claddings and storage systems by cold-rolling will gain "significant business" in the Common Market, according to Mr. John Johnson, the new president of the European Committee of Section Rollers.

Mr. Johnson, managing director of Metal Sections, a Tube Investments company, is the Englishman to be the committee's president and has just returned from the committee's fourth European congress in Vienna.

He claimed the higher volume producer of standardised cold-rolled former products would benefit most from EEC membership, but warned that, in spite of tariff cuts, there would not be

much of an increase in export activity involving smaller, specialised items.

Mr. Johnson also spoke of the differences in executive and skilled salaries throughout the Community's cold-roll forming industry, and suggested these could cause migration problems, especially for the U.K. While the average salary of senior manufacturing executives was £12,500 in Germany, for example, it was only £8,000 in Britain.

LEEDS COURSE ON MENTAL HEALTH

A new Master of Science course in mental health social work, at Leeds University, will be the first advanced and specialist course in the mental health field designed specifically for social workers.

It's a race against time—so act now to acquire these OLYMPIC COINS OF CANADA

Inquiry to see films of Summerland blaze

A HOLIDAYMAKER'S movie film taken during the Summerland leisure centre blaze on the Isle of Man in August, is to be shown to the three-man commission inquiring into the disaster in which 50 people died.

The commission will see the film and others, including a professional photographer's after-to-morrow's hearing at Douglas, Isle of Man.

A Manx government official said it was thought the films would be of great value to the inquiry, particularly in providing evidence about the rapid spread of the fire.

At yesterday's hearing, Mr. John Newey, QC, referred to an examination by Dr. Frank Skuse of the Home Office North-West Forensic Science Laboratory. His conclusion was that the fire started in a plastic mini-golf hut when it had been closed to a wall of Galvestos—corrugated steel sheeting with a coat of fire-resistant material.

Later, Mr. Newey read a letter concerning the conception of the Summerland idea by Mr. J. Phillips Lomas, a Douglas architect, who envisaged an entertainment centre in a building so large that people would have the illusion of being outside. Another document described the scheme as creating an area where the sun always shone and where the weather could be guaranteed.

Mr. Newey spoke of a clear warning from the American manufacturers of Orogias that a sprinkler system should be installed as a fire precaution when a large area of Orogias was being used.

Public Auction LUXURY CRUISE SHIP D.E.S. Xanadu

Marshal's Sale In The Federal Court of Canada: Trial Division

Between: West Line, Inc. PLAINTIFF

And: The ship "Xanadu" and Donald L. Ferguson Cruises, Ltd. DEFENDANTS

Pursuant to a Commission for Sale of the Ship Xanadu to me directed, a Public Auction will be held and sealed tenders received as herein set out:

Particulars of the Ship Xanadu and Sale are as follows:

SIZE

Gross tonnage 2,599

Net tonnage 1,557

Length 294 feet

Breadth 43.3 feet

Draft 12.8 feet

Passenger capacity 162-175

Number of cabins 75-79

Dining room capacity 120

PUBLIC FACILITIES AND AMENITIES

Completely and exotically refurbished and redecorated late in 1972.

Telephone and private facilities in all cabins.

Spacious promenade deck.

Sun deck.

Yacht-like in appearance.

Large windows.

Wooden decks.

Swimming pool.

Dining saloon seating 120.

Nightclub lounge with bar.

Library.

Card room.

ENGINES AND MECHANICAL INFORMATION

Engines 4 x 1200 HP Diesel.

Speed 14.5 Kts. @ 12 tons per day (16 Kts. Maximum)

Auxiliary power 220/110 A.C.; 220 D.C.

Fume stabilization designed by McCullen, N.Y.

Two watermakers (20 tons per day).

Totally airconditioned.

NAVIGATION AND COMMUNICATION EQUIPMENT

Wheelhouse control.

Two radars.

Gyro.

Echo sounder.

RDF.

Loran.

Two radio telephones.

DECK EQUIPMENT

Four lifeboats.

Two liferaft cranes.

A.B.S. CLASS 1

Progressive survey generally completed 1972 (survey details available on application). Sales Passenger Survey Certificate expires November 27, 1973. Coast Guard Verification Certificate expires November 27, 1973.

HISTORY

Built in 1955 by Blohm & Voss A.G., Hamburg, Germany. Vessel has been maintained in excellent condition. She was completely refurbished and exotically decorated late in 1972. Taken out of service in September, 1973, after summer Inside Passage cruises to Alaska. Previously engaged in 21-day cruises from Los Angeles to Mexico, Panama and the Galapagos. Other recent cruises in the South Pacific, Western Caribbean and Gulf of Alaska. Suitable for operation in all climates. Former names of ship were Pacific Star, Polar Star, Delos, Wappen von Hamburg.

The above specifications are for descriptive purposes only and are subject to confirmation by purchaser.

Auction will be held December 13, 1973, at 9:30 in the morning in the city of Vancouver, British Columbia, Canada. For further information, contact Edwin Wright Wells, Esq., Marshal of the County of Vancouver, Vancouver Court House, 803 West Georgia, St. Vancouver, British Columbia, Canada.

Telephone: (604) 684-8311.

LEGAL NOTICE

1. TAKE NOTICE that the Ship "Xanadu" of Panamanian Registry and Registration is arrested in the Port of Vancouver, in the Province of British Columbia, Canada, in the name and on behalf of the Plaintiff, West Line, Inc., against said ship "Xanadu", must be filed in the Vancouver Registry of the Federal Court of Canada, Trial Division, 7th Floor, 700 West Georgia Street, in the City of Vancouver, in the Province of British Columbia, Canada on or before the 12th day of December, 1973.

2. THAT pursuant to a Commission issued by the Federal Court of Canada, Trial Division on the 8th day of November, 1973, the ship "Xanadu" will be sold by public auction to be held in Room 120, Court House, 800 W. Georgia Street, in the City of Vancouver, in the Province of British Columbia, Canada on the 13th day of December, 1973 commencing at 9:30 o'clock in the morning and continuing for such time as shall be announced by the Marshal of the County of Vancouver.

3. THAT the Ship "Xanadu" be sold where it is, as with all bills as she now lies without prejudice to deficiency in length, weight, quality, quantity, or any defect or error whatsoever, particulars not guaranteed, free and clear of all liens, charges, mortgages, encumbrances and claims.

4. THAT the minimum deposit price at which the Ship "Xanadu" will be sold will be \$1,500,000. (Can. Funds).

5. THAT the highest cash offer shall be accepted.

6. THAT interested persons may submit written Offers to Purchase under seal addressed to Edwin Wright Wells, Esq., Marshal of the County of Vancouver, in the City of Vancouver, in the Province of British Columbia, Canada.

7. THAT each OFFER TO Purchase under seal addressed to Edwin Wright Wells, Esq., must be accompanied by a deposit in cash or by certified cheques equal to 10% of the Offer and payable to the said Marshal and that the successful offeror to purchase if his offer is accepted by the auctioneer is required to forfeit his deposit if the offeror fails to complete the sale within 10 days of the acceptance by the auctioneer of his offer.

8. THAT the Offers to Purchase submitted by sealed tender shall all be opened at the same time by the auctioneer at the commencement of the auction.

9. THAT the successful bidder to Purchase under seal received by Edwin Wright Wells, Esq., one clear day before the date fixed for the auction shall be eligible for consideration and shall be entitled to be opened at the commencement of the auction.

10. THAT the purchase price shall be paid within ten (10) days of the sale by auction, in cash or by certified cheque payable to the order of the Receiver-General of Canada, in trust, at the time of the execution and delivery of the Bill of Sale of the Ship "Xanadu" by the Marshal of the County of Vancouver to the purchaser.

11. THAT at the auction each purchaser or each person wishing to bid at the auction shall be required to pay an amount equal to 10% of the offer price to the Marshal of the County of Vancouver in cash or by certified cheque before being entitled to bid at the auction.

12. THAT the successful bidder must increase his deposit to 10% of the amount of the successful bid within forty-eight (48) hours of the acceptance of such bid by the auctioneer or his deposit will be forfeited.

13. THAT in the event that the successful bidder at the auction fails to complete the sale within ten (10) days of the sale by auction the deposit shall be forfeited.

14. THAT the Marshal of the County of Vancouver shall return the deposits of unsuccessful bidders within forty-eight (48) hours of the completion of the auction.

15. THAT the proceeds of the sale of the Ship "Xanadu" shall be paid into the Vancouver Registry of the Federal Court of Canada, Trial Division in the Province of British Columbia and the right of claimants to the said proceeds of the sale and all questions respecting priority of such rights shall be reserved.

E. W. Wells
Marshal of the County of Vancouver

Tricoville

Design and marketing of fashionwear

Highlights from the statement by the chairman Mr. D. A. Jacobs, for the year to 19th July 1973

- Group pre-tax profit of £258,585 - up 40%
- Substantial increase in sales and profits forecast
- Further retail shops to be acquired
- Final 9.1975 net dividend on increased capital recommended

Comparative statistics

	1973	1972	1971
Turnover	£2,853	£1,778	£1,263
Profit before taxation	256	181	125
Issued capital and reserves	400	282	209
Earnings per share (adjusted)	8.03p	5.93p	4.03p

A copy of the report and accounts is available from: The Secretary, Tricoville Limited 81-93 Great Portland Street, London W1N 8DP

More thoughts on wildness

GARDENING sounds as
 as a wild party or a
 but it is only when
 it is planned in layers
 books on gardening like
 their readers to watch
 follow Nature as their final
 city, the fashion for eco-
 and the fashion for struc-
 tured nature seems to
 be a worthless way of
 the same problems
 ently, but I would urge
 of a possible wild garden
 in by looking at a nearby
 or former railway embank-
 and wondering why he

have cranesbill and cow-parsley
 to allow himself their im-
 pious relations. Geranium
 Macrorrhizum is selected
 white and pale blue forms of
 pratense and Sylvestre. His cow-
 parsley will be the larger and
 aner-leaved Selinum Tenui-
 folium; for Anemones, he may
 use the Anemone form
 called Vitifolia which has
 wild in hedgerows in southern
 Ireland and produces the same
 single rose-pink flowers as the
 Japanese kinds in the garden,
 smaller-flowered maybe, but very
 much quicker to take hold.

attack with a strong selective
 weedkiller, probably a brush-
 wood killer, such as the effective
 Sikk, followed by the use of
 many brands (Weedol and so
 forth) which kill annual weeds,
 either by poisoning the ground
 against their seeds or else by
 acting through their leaves.
 There is no quick way to kill
 weeds, though, even though
 years' barrage with an brand
 containing the compound called
 Mecoprop will usually bring it
 to surrender. The poisoning of
 future wild gardens has to be
 timed to suit their established

about as plausible as a leopard
 in a wood, suggest. Instead,
 a broad-leaved, particularly
 rampant form of the wild wood
 rush, called Luzula Maxima
 Sylvatica. This is appallingly
 greedy and very quick to grow.
 It forms a thicker of rusty green
 and brown, and it can do so
 shade under trees, sloping banks
 or wild areas which cannot be
 controlled by mowing.

It is too tough a layer for most
 bulbs, but it will combine with
 woodland shrubs, none more
 suitable than the informal ones
 such as the improved forms of

to does not love it, he would
be reading the company
and complaining that this
in has cut into his space
managed bonds: otherwise,
being a stretch of wild-
e, he will be ready to
1 and plant the first suc-
wild garden to have been
but since the war. There
garden, and the garden
have yet to see satisfac-
one that gardens without
ing time.

man who begins from a
or a wood will not mix
dendrons and hybrid
trees, and then lime-
capes, nor preferably, plant
in masses at all. Massed
dendrons are a race apart,
distinct as priests from their
seculars; they have their
own books and their life in
the least gardens, in fenced
sures like a dangerous zoo.
wall and Scotland are the
capes where they look most
at home. They have taken
over a bit of English-
ry. I like a few of them
individuals, but the larger
depress me in a wild
English setting.

For the observer of
they will take his wild garden
the hints of his own wild
Where English ditches

Not too many

I do stress the need for only
a few varieties. If you disagree,
spend a summer afternoon in the
lower slopes of the National
Trust's garden at Hidcote in
Gloucestershire where the range
of plants is so astonishing to
the eye. At the end, you should
ask yourself whether it would
have been far prettier with
rough grass and the wild flowers
of an English field. So fine
the numbers of plants and
fussy gardening.

The plausible weeds I have
mentioned would again be
related to our own flora. Before
massing them, be grounded, and
be thought, cleared, and seen
to be clear for at least three
months; this means persistent

I do stress the need for only a few varieties; if you disagree, spend a summer afternoon in the lower slopes of the National Trust's garden at Hidcote in Gloucestershire where the range of ground-cover is exhausting to the eye. At the end, you should ask yourself whether it would not have been far prettier with rough grass and the wild flowers of an English field. So fine is the boundary between wild and fussy gardening.

The plausible weeds I have mentioned would again be related to our own flora. Before massing them, the ground must be thoroughly cleared, and seen to be clear for at least three months; this means persistent

attack with a strong selective weedkiller, probably a brush-cutting herbicide, such as SRK, followed by any of the many brands, (Weedol and so forth) which kill annual weeds. Alternatively, you can use either by poisoning the ground with their granules or else by acting through their leaves.

There is no quick way to kill an adult dock, though two years' barrage with any brand of herbicide will succeed. Mecoprop will usually bring it to surrender. The poisoning of future wild gardens has to be timed to suit their established weeds. Annual weeds can be killed by spraying them with the soil in spring before they germinate, but a perennial beauty

about as plausible as a leopard in a beech-wood.

It would suggest, instead, a broad-leaved and particularly rampant form of the wild wood rush, called *Luzula Maritima*. This is appallingly greedy and very quick to grow. It forms a thicket of rushy green leaves and is the answer to dry shade under trees, sloping banks and the like. It cannot be controlled by mowing.

It is too tough a layer for most bulbs, but it will combine with woodland shrubs, none more suitable than the improved forms of *Hamamelis* (especially the pithorcarpos), especially *Hamococcus* variety with its strings of pink-white berries in winter.

like bindweed must be attacked when it is in leaf. So, too, with ground elder. The poison is not so full of life as the advice to any wild gardener is to set aside a whole season from spring to autumn in order to kill before he plants.

When nettles and bindweed are out of the earth, he can reach them with his chosen weed covering. This must be rampant, tidy and simple-flowered, such as might be found on the floor of a nearby forest. I should recommend *Hebe* and *Begonia* as the most reliable for mass landscaping; both look unnatural, tame, not wild, and

Periwinkle

Periwinkle would please those who are scared of the wood rush, or cannot contain it. *Vinca Minor* is the one obliging form, not the slower and larger *Major*. Avoid the variegated kinds, pretty though they are, for they are too stylish to belong in a garden of the wilder sort. This is the wild gardener's problem. He must choose plants with a wild feel about them and resist all artificiality, more beautiful though it may seem in isolation. It is a difficult job and one to which I must return next week.

Periwinkle would please those who are scared of the wood rush or cannot contain it. Vinca Minor is the one obliging form, not the slower and larger Major. Avoid the variegated kinds, pretty though they are, for they are too stylish to belong in a wild or woodland setting. That is the wild gardener's problem. He must choose plants with a wild feel about them and resist all artificiality, more beautiful though it may seem in isolation. It is a difficult problem, and one to which I must return next week.

23/24 ST STEPHEN'S GREEN DUBLIN 2. Tel. 64471
35 GRAND PARADE CORK. Tel. 25079
9 EIRE SQUARE GALWAY. Tel. 3107



ORE flexible approach to the
lation of banking in the EEC
indicated yesterday by Mr.
n Hutton, the new Director
banking, Insurance and Finan-
cial Institutions in the
sels Commission.

As warned, however, that the new members of the Community, particularly Britain, had an important role to play in the world after their entry into the Community and the development of the EEC, the price would not last all that long.

There will not be much time which all sectors of Britishness, industry and commerce hope to influence the shaping of the markets where they are seeking their fortunes," said Mr. Hutton said he hoped that

R. Hutton was giving the first of his new Institute of Economics and Statistics lectures on the late Ernest Sykes memorial prize on Banking in Europe. He pointed out that, while it did not seem that relatively little progress had been made in changing the financial structure of the Community, the monetary and work had already been laid out. "And all this work," he said, "is being done in the face of the opposition and advice of the banks themselves, it would be possible to isolate a number of crucial points and harmonise them."

When it came to implementing the new rules, he said, his own preference was for a central authority, but "to leave power where it should be—in the hands of national regulatory authorities."

KENZIE HILL, the international property group, is to develop a 400,000 square foot red shopping centre costing £15m in St. Etienne, France. French subsidiary, was selected to undertake the project by the regional planning authority of the Loire department after competition from French shopping

re scheme, to be known as
tre 2", will include a depart-
ment store of 180,000 square feet,
a smaller stores of 20,000
square feet, 30,000 square feet of
office space, a parking lot of about
1,000 units. There will also be
an 150,000 square feet of office
space and parking for 2,000 cars.

Centre 2" forms part of the
Etienne city centre redevelopment
plan, which is a major develop-
ment scheme for the city. The
plan, which is being developed
under way. St. Etienne is the
city's ninth largest city and has
a population of 280,000.

St. Etienne's economy is
based on the steel industry. The
city is one of the largest in
France. The city is one of the
largest in France. The city is
one of the largest in France.

The Annual General Meeting of Ben Bailey Construction Limited held on November 20th, 1973, and the following are salient points in the Statement of Mr. Ben Bailey, Chairman and Joint Managing Director—

The results for the year ended 30th June, 1973 show a distinct improvement over those of the last two years and reflect the increased activity of all parts of the Company. The pre-tax profit amounted to £366,303 (£186,631) and the total dividend of 1.974p per share (1.88p) is the maximum permitted. A 1-for-1 bonus scrip issue is also recommended.

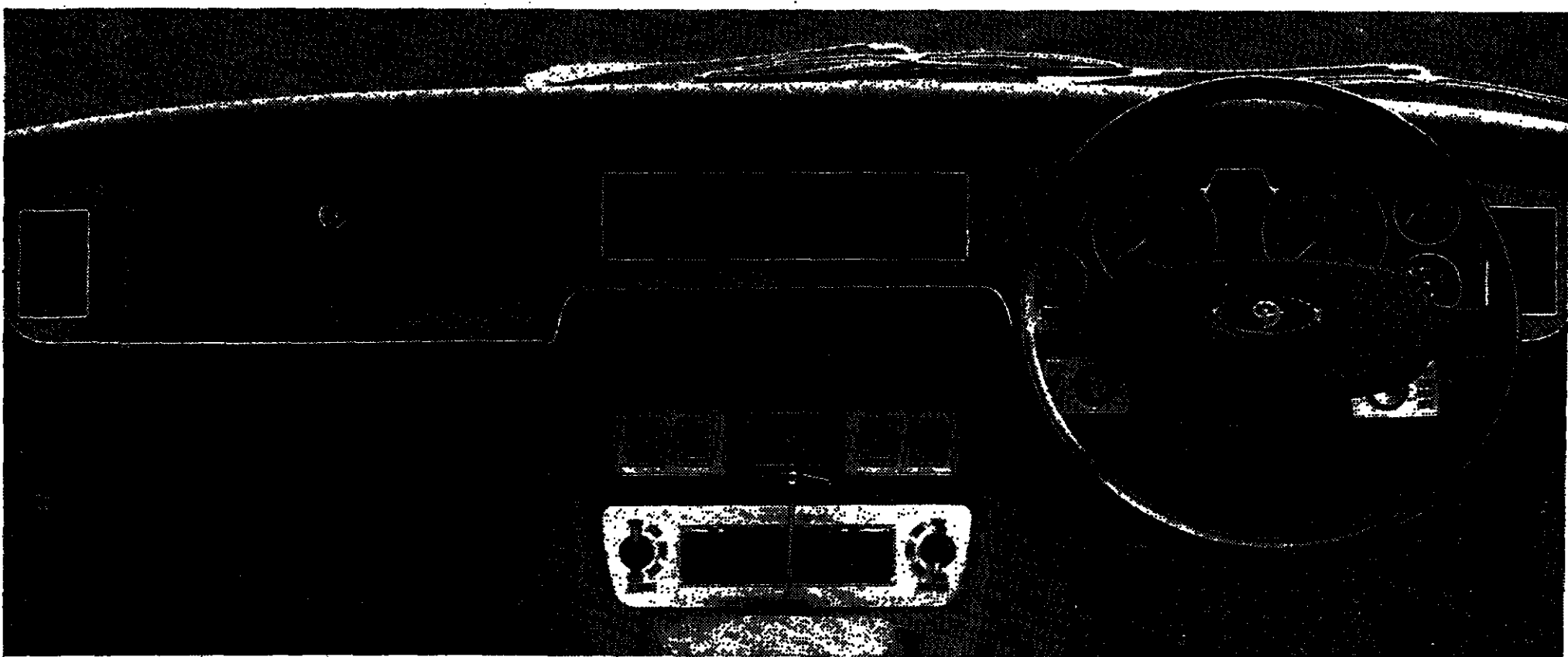
A mild winter assisted in the very rapid recovery which was made from the effects of the building strike and during the year every house which the Company could build has been sold.

A larger contribution to profits is expected in the current financial year from Ben Bailey Developments Ltd., formed in order that full use of the Company's solid land bank might be made during periods of high sales opportunity. Towards the end of the year, W. E. Wainwright Ltd., a firm of painting contractors, and Thermawarm, W. E. Wainwright Ltd., a Company specialising in cavity foam insulation, were acquired.

At the present time, demand for the Company's homes remains strong, notwithstanding the current national mortgage position and I feel confident that during the present year sales will continue to be good, though perhaps not at the frantic level of a few months ago. Moreover, development will shortly start on a number of new sites which the Company feels have a high sales potential.

A high-contrast, black and white photograph of the front of a Bentley Continental GT. The image focuses on the car's iconic grille, which features vertical slats and a central hood ornament. Four round headlights are visible, two on each side. Below the grille is a license plate that reads "HHP 8M". The image has a grainy, high-contrast aesthetic, emphasizing the car's design details.

For those on the outside.



For those on the inside.

We are proud to announce six new models. The Series Two versions of the already classic Daimler Sovereign and Double-Six range of cars.

Four of these new models are refinements to the Sovereign—the Sovereign LWB, the Double-Six LWB and the Double-Six Vanden Plas.

To add to this much-acclaimed range, we are also proud to introduce two completely new models.

The Sovereign Two-Door and the Double-Six Two-Door:
These elegant additions have especially wide doors to give access to four comfortable seats.

On the outside of each of the six new Daimler models, you'll notice a shallower and even more distinctive version of the famous fluted radiator grille.

On the inside, you'll find many refinements like centrally controlled door locking.

There is an advanced system of heating and ventilation. Completely new air-conditioning with climatic control is standard on Double-Six Two-Door and Vanden Plas models, and optional on others.

All models feature a new fascia, instrument and control layout. Dials are clearly visible through the two-spoke steering wheel and driver

controls are within easy reach.

There are many added safety features, one example being protection against side impact.

There is even greater comfort than before including new noise-reducing insulation.

All in all, the new face of the Daimler Series Two can only mean a car that has moved a little nearer to perfection.

Whichever way you look at it.



Daimler



Daimler Cars, British Leyland UK Limited.

DTI REPORT ON PERGAMON PRESS AND MAXWELL'S REPLY

'Main responsibility lies with Mr. Maxwell'

BY NICHOLAS OWEN

FOUR YEARS after starting their investigations into Pergamon Press and its former chairman, Mr. Robert Maxwell, the two inspectors appointed by the Department of Trade and Industry state bluntly in their final report: "We have no hesitation in attributing the primary responsibility for the rise and fall of Pergamon to Mr. Maxwell."

The inspectors, Mr. Owen Stable, QC, and Sir Ronald Leach—having probed deals between the public Pergamon group and Maxwell family interests, charge that the "real purpose" behind the transactions was to boost Pergamon profits in order to increase the stock market value of its shares.

They consider that Pergamon's reputation as a "growth stock" could not have been maintained without the deals in 1968. Pergamon made an abortive bid for News of the World; the following year it was the subject of an offer from the American Leasco group, which ended with Mr. Maxwell's dismissal, Leasco having 38 per cent of the capital, and Pergamon's share quote suspended.

The inspectors comment "that it is a stark reflection of Mr. Maxwell's stewardship" that on the termination of trading with his family interests, Pergamon had to write off £1,166,000 on debts due from these businesses. When Mr. Maxwell was ousted, Pergamon, though short of liquid resources, owed over £1.5m. to private companies controlled by Mr. Maxwell or in which his family had an interest.

It is alleged that "the most far-reaching agreement" that Pergamon entered into was one with the American Maxwell Scientific International Inc.—owned by trustees for the benefit of Mr. Maxwell's sister and her children— involving reprint rights valued at £1.6m. in return for a 10 per cent royalty. Yet the terms of trade were not given in Pergamon's accounts. Neither were shareholders informed that one-third of Pergamon's 1968 profit before tax of £2.1m. was derived from sales "and prospective sales" of back issue journals—a trade carried on with two Maxwell family companies.

Chalmers Impey, Pergamon's auditors, "should not have been satisfied by Mr. Maxwell's ever-ready explanations," say the inspectors. "They failed to rumble him."

The final report acknowledges that earlier criticisms of Mr. Michael Pickard, a British Printing Corporation director who negotiated with Mr. Maxwell over International Learning Systems Corporation, was over-stressed "in the light of our present knowledge of Mr. Maxwell's business methods, his dominating personality and his ingenuity."

Mr. Maxwell himself hits back at the inspectors in a point-by-point refutation of their allegations, which he calls "baseless." He counter-charges them with "unfair conduct of the inquiry."

He notes that one "major error in the inspectors' calculations" is acknowledged. Mr. Maxwell claims that in the light of their refusal to correct three other "very obvious errors, how can anyone have any confidence in the accuracy and fairness of their opinions and conclusions in their reports?"

to December 31, 1966 and by approximately £50,000 in the year to December 31, 1967.

- (i) that the profits of Pergamon in the year to October 31, 1965 were boosted by £130,306 by means of an invoice raised against M.S.I. Publishers for books which were to be delivered in subsequent periods on a no charge basis.
- (ii) that the profits of Pergamon in the year to December 31, 1967 should have been reduced by the equivalent of \$103,436 as a result of a price reduction negotiated in November, 1967 between M.S.I. Inc. and Pergamon in respect of sales which had taken place earlier, but Pergamon avoided making the reduction in its accounts by entering into other transactions with M.S.I. Inc. which involved further no charge invoices.

Prospectus in U.S.

- (i) that some of the information contained in the United States prospectus of P.P.I. dated August 15, 1968 should have been given to the shareholders of Pergamon at an earlier date.
- (ii) that Pergamon's offer document dated July 9, 1964 should have disclosed P.P.I.'s trading relationship with Pergamon.
- (iii) that the circular letter to the shareholders of Pergamon dated January 18, 1965 which informed them of Pergamon's acquisition of P.P.I. and the reasons for it should have disclosed that 88 per cent of P.P.I.'s total revenue was derived by way of commissions from Pergamon.
- (iv) that if on the date of the circular letter it was intended that P.P.I. should not be reimbursed immediately for the stock sold on open account to Maxwell family company, disclosure of the intention should have been made in the circular.
- (v) that the contents of the notes to the P.P.I. accounts for the 5 months to October 31, 1965 should have been disclosed in Pergamon's accounts for the year ended October 31, 1965.
- (vi) that the interposition of a Maxwell family company was a contrived device to write down in Pergamon's consolidated accounts for 1965 the unsold stock of Pergamon books in the US to a figure below that at which they had originally been sold by Pergamon.
- (vii) that full disclosure of the arrangements with the Maxwell family company on the termination of the Macmillan contract and their effect should have been made in the accounts of Pergamon for the year ended October 31, 1965, particularly as to the termination of the contract was given some six weeks after the public issue in July, 1964.
- (viii) that the Chairman's state-

ment in the 1965 accounts in which he referred to "considerable administrative problems" was a gloss.

- (ix) that the position regarding sales of Pergamon's products in the US should have been set out in Pergamon's offer for Butterworth in a less potted version.
- (x) that we suggest that the Stock Exchange should consider requiring that in future previously undisclosed information given in prospectuses of subsidiaries of publicly quoted companies should be simultaneously disclosed to shareholders of the holding company if it is material to an understanding of the group's affairs.
- (xi) that the proposed alteration in P.P.I.'s bye-laws in June, 1969, was not considered by the Board of Pergamon prior to the appointment of Mr. Maxwell and Mr. Clark as proxies for Pergamon.

incurred a net write-off of £1,166,000.

- (i) that at the time of Pergamon's application for a Stock Exchange quotation Mr. Maxwell was one of the principal sources of information regarding the causes of the collapse in the mid-1960s of Simpkins-Marshall.
- (ii) that it is too easy for directors of a company which has failed to meet its liabilities, financial or otherwise, to set up a new company or to be appointed to directorships in other companies.

U that our first report was more critical of Mr. Pickard than to one point than was justified in the light of our present knowledge of Mr. Maxwell's business methods, his dominating personality and his ingenuity and that more was read into paragraph 23 by some of those who commented on the report than was justified in the light of what we actually wrote in paragraph 23.

The inspectors state: In the document appointing us to investigate the affairs of Pergamon we were specifically asked whether, in our opinion, the members of Pergamon had been given all the information which they might have reasonably expected with regard to Pergamon's transactions with M.S.I. Inc. In our opinion the answer to that question is "No."

But we go further. In our opinion there was a serious lack of disclosure in the accounts regarding not only Pergamon's transactions with M.S.I. Inc. but also regarding the general nature of the transactions with the Maxwell family companies and the reasons for them.

We believe that insufficient information was given to the shareholders of Pergamon regarding the extent to which their profits depended on transactions with the Maxwell family companies.

The real purpose

Having now investigated a large number of transactions between Pergamon and the Maxwell family private companies we have come to the conclusion that until the Leasco deal founded the real purpose behind the transactions on which we have reported was to increase the value of Pergamon's shares in the stock market.

The Pergamon saga and Pergamon's reputation as an exceptional "growth stock" could not have been established without the network of related private companies and without undertaking transactions such as the ones on which we have reported in this report, and this purpose is discernible through all Mr. Maxwell's conduct with regard to Pergamon. It runs like a thread through all that he did up to the time when the Leasco deal went off.

From the time when the Leasco deal founded part of his energies switched to ensuring that so far as he could arrange matters the private companies were relieved of some of the special obligations to which they had entered. This change of purpose can be seen in his cancellation of the transaction involving the purchase of the so-called Australasian debts for £45,312 previously involving the purchase of the other debts for £10,000, both by M.S.I. (D.S.) and the purchase by P.P.I. from M.S.I. Inc. of the Spanish translation rights for £1,166,000. It can be seen in the terms of settlement with the private companies which Pergamon was obliged to accept in 1971.

Despite his protestations to the contrary, we think that Mr. Maxwell was extraordinarily astute in financial transactions not only in

their conception but also in the treatment in the accounts. I seized many opportunities creating "instant profits" at the fullest advantage of the fact that accounting standards at the time these transactions took place were to some extent undefined.

Mr. Bennett said that a Maxwell was an expert in a delayed transaction. By this I assume that Mr. Bennett meant that Mr. Maxwell was expert in anticipating profits and deferring expenditure. On this assumption the assessment of a Maxwell's expertise.

The policy adopted Pergamon of involving almost all related companies—and all we are convinced it was—provided a flexibility in reporting profit which in our experience is unmatched only by Mr. Maxwell's ingenuity in providing ever ready justification or explanation for the primary responsibility for the rise and fall of Pergamon to Mr. Maxwell.

We have concluded that in our opinion there were material facts affecting the published accounts of Pergamon from and including those for the year to October 31, 1965 to and including those for the year to December 31, 1967 which we considered and which we consider unreported; with hindsight we are not satisfied that any of these accounts gave a true and fair view of the affairs of Pergamon.

We are driven to the conclusion that Chalmers Impey should have been satisfied by a Maxwell's ever-ready explanations, and that they failed to rumble him. We are also critical of the fact that when they ought to have appreciated that the directors had ignored the views on the trade relationship between Pergamon and related private companies which they expressed in their letter dated February 1964, they failed to inform the shareholders were informed of the existence and extent of the trading between Pergamon and the Maxwell family private companies.

These comments should have been weighed against the extenuating factors. From the time they wrote the letter dated February 19, 1964, Chalmers Impey were aware of the objections and queries regarding transactions with the private companies which seemed to them to be unusual.

Chalmers Impey also raise objections and queries on the accounting practices adopted by Pergamon. In our report dated December 22, 1971 we describe the manner in which Mr. Maxwell persuaded the Board of Pergamon to agree that £100,000 of the bad debt provision could be released to offset exceptional expenditure, having started his negotiation with them on the footing that £200,000 should be the amount to be released.

We should draw attention again to the fact that certain material facts entered into by Mr. Maxwell's conduct with regard to Pergamon. It runs like a thread through all that he did up to the time when the Leasco deal went off.

From the time when the Leasco deal founded part of his energies switched to ensuring that so far as he could arrange matters the private companies were relieved of some of the special obligations to which they had entered. This change of purpose can be seen in his cancellation of the transaction involving the purchase of the so-called Australasian debts for £45,312 previously involving the purchase of the other debts for £10,000, both by M.S.I. (D.S.) and the purchase by P.P.I. from M.S.I. Inc. of the Spanish translation rights for £1,166,000. It can be seen in the terms of settlement with the private companies which Pergamon was obliged to accept in 1971.

Despite his protestations to the contrary, we think that Mr. Maxwell was extraordinarily astute in financial transactions not only in

'Real aim was to boost share price'

IN THEIR conclusions, the inspectors state that the Report on Maxwell Scientific International (Distribution Services), Robert Maxwell and Co. and the final Report on Pergamon Press should be read with the reported profits in mind: to October 31, 1963, £140,532; prospectus forecast to October 31, 1964, £500,000; profit as per audited accounts to October 31, 1964, £554,907; profit to October 31, 1965, £945,084; profit for 14 months to December 31, 1966, £1,331,992; profit to December 31, 1967, £1,463,162; profit to December 31, 1968 £2,104,000.

At September 30, 1973, the consolidated balance sheet of Pergamon and its subsidiaries (Document No. 436) disclosed net assets of £4,000 represented by share capital and share premium accounts, aggregating £4,525,000, less an accumulated deficit of £4,521,000. Thus virtually the whole of the share capital and reserves had been lost.

The inspectors summarised their conclusions as follows:—

A that neither R. M. & Co. nor M.S.I. (D.S.) always complied with the provisions of Section 148 of the Companies Act 1948.

B (i) that in July 1968 Pergamon sold debts with a face value of £216,938, as at June 30, 1968, for £100,000 to M.S.I. (D.S.) which we calculate then had a true worth of approximately £21,000.

(ii) that Mr. Maxwell should not have been under any illusions as to the collectability of these debts and had information as to their true worth at the time of the sale.

(iii) that Pergamon by selling the debts was in breach of its agreement with Hayes Securities, and M.S.I. (D.S.) in buying them was in breach of its agreement with M.S.I. (1964).

(iv) that Pergamon assigned debts having a gross value of £45,213 to M.S.I. (D.S.) on November 5, 1968, for £45,213 which were non-existent and arose out of errors made in the course

of preparing the accounts of Pergamon to December 31, 1968.

(v) that Mr. P. J. Bennett, Pergamon secretary 1964-1968, recognised that there had been an error at least by March 18, 1968, but the Board of Pergamon approved and published the accounts of Pergamon for the year to December 31, 1968, on May 15, 1968, without the accounts having been corrected to eliminate the error of £45,213.

(vi) that the object of both transactions referred to in sub-paragraphs (b)(i) and (iv) of this paragraph was to avoid having to make an additional bad debt provision of between £70,000 and £80,000 which would have reduced Pergamon's profits for 1968, and to avoid the correction of back entries relating to non-existent debts of £45,213 in Pergamon's accounts for 1968.

(vii) that Mr. Maxwell gave oral instructions to cancel the transactions involving the £45,213 and written instructions to cancel the transaction involving the £110,000 after receiving notice of an extraordinary general meeting of Pergamon called for October 10, 1969, at which his removal was to be voted on thus saving M.S.I. (D.S.) from ultimate liability.

C that Mr. Maxwell has been intent to delay our investigation into the transactions between Pergamon and the Maxwell family private companies for as long as possible.

D (i) that the agreement dated August 30, 1967, in which the terms of trade between M.S.I. Inc. and Pergamon were set out was the most far reaching agreement that Pergamon ever entered into and involved Pergamon in a huge contingent liability and gave M.S.I. Inc. reprint rights later valued at £1,500,000.

in return for a 10 per cent royalty.

(ii) that the agreement was referred to in sub-paragraph (f)(i) of this paragraph to the Board of Pergamon, other than Mr. Maxwell and possibly Mr. C. T. Clark (Pergamon secretary 1960-64), knew of its existence or terms until August 1969. Its terms should have been disclosed and explained to Pergamon's shareholders.

(iii) that the contingent liability should have been disclosed by way of a note to the balance sheet of Pergamon at December 31, 1968.

(iv) that responsibility for the omission of a note and the consequent failure of the accounts to show a true and fair view of the state of Pergamon's affairs, if the letter was written in 1967 as asserted by Mr. Maxwell, rests with those who were aware of its terms.

(v) that the shareholders of Pergamon ought to have been told that about one-third of the total reported profit for 1968 of £2.1m. before taxation was derived from sales and prospective sales of back issue journals and that the whole of Pergamon's trade in back issue journals was carried on with only two customers, one of which (R.M. & Co.) was owned and controlled by Mr. Maxwell and the other (M.S.I. Inc.) was a private company which was owned by trustees for his sister and her children's benefit.

E that the recording of the inter-company transactions arising out of the share purchases of Pergamon by M.S.I. (D.S.) did not correctly record what happened, and that when a book-keeping error (if it was an error) was pointed out by Mr. Bennett to Mr. Maxwell, it was not corrected.

F that a guarantee given by Mr. Maxwell personally, or by him on behalf of a family private company, to V. & G. in connection with the purchase of Pergamon shares during the currency of the News of the World bid, which resulted in a personal liability or a family private company liability of £58,677 was discharged by a wholly owned subsidiary of Pergamon and that Mr. Maxwell wrote to the subsidiary's bank on its behalf for a bankers' draft; this in our view could hardly have been a mistake.

G that Robert Fleming, Hill Samuel and Panmure Gordon observed the requirements of the City Code with regard to purchases of Pergamon shares during the currency of the News of the World bid.

H that it was improper on the part of Mr. Maxwell.

(i) to include £100,000 in the profit forecast for 1968 in respect of Spanish translation rights.

(ii) to write to the auditors about them in the terms that he did on October 21, 1968.

(iii) to cause a profit of £104,166 to be created in the 1968 accounts by Pergamon by debiting a Maxwell family company through a journal entry in the books of Pergamon.

(iv) to induce the purchase of the rights by P.P.I. from M.S.I. Inc. by giving a guarantee on behalf of Pergamon unknown to the Board of Pergamon four days before the extraordinary general meeting of Pergamon called to consider removing him from the Board.

J (i) that an obligation of R. M. & Co. to pay on behalf of European Printing Corporation £88,000 to the Royal Bank of Ireland in June 1969 was discharged by Pergamon and in the same month Pergamon on behalf of E.P.C. paid £72,000 and in July, 1969, £25,000 to R. M. & Co.

(ii) that an obligation by R. M. & Co. was tantamount to a personal obligation by Mr. Maxwell and a payment to R. M. & Co. was tantamount to a personal payment to Mr. Maxwell.

(iii) that there is no evidence

that Mr. Maxwell referred any of the payments referred to in sub-paragraph (f)(i) of this paragraph to the Board of Pergamon.

(iv) that if Pergamon was committed to purchase European Printing Corporation there should have been (a) a proper record of the commitment in an agreement and in the minute book of Pergamon, and (b) appropriate provision for E.P.C.'s trading losses and a reference to the contingent liability in respect of the bank guarantee in Pergamon's accounts.

K (i) that there was need for a full note to the accounts of Pergamon for the year to December 31, 1968, qualifying the profit having regard to the fact that by valuing its stock of journals for the first time Pergamon had created a contingent liability of £266,000; that the published note was inadequate to explain the position.

(ii) that without the exceptional profit of £266,000 the profit forecast for 1968 of "not less than £2m. before taxation" made in the offer document for the shares in News of the World would not have been met.

L (i) that shipping invoices prior to 1969 relating to back issues to M.S.I. Inc. contained values which bore no relation to the invoiced values of the goods; that this was done to mislead the United States Customs.

(ii) that Mr. Clark did not think that putting notional values on shipping invoices was a right thing to do and had the practice stopped; that Mr. Maxwell did not share his views.

M that the raising of two invoices and two reprint order forms and the making of two journal entries, resulting in a total charge to R.M. & Co. of £152,921, were designed to boost Pergamon's profits by approximately £50,000 in the year to October 31, 1968, by approximately £50,000 in the 14 months

including its merchant bankers, as one of the terms of the June 17, 1969 agreement under which Leasco was to make an offer for all of the shares of Pergamon, and that the making of the two journal entries, resulting in a total charge to R.M. & Co. of £152,921, were designed to boost Pergamon's profits by approximately £50,000 in the year to October 31, 1968, by approximately £50,000 in the 14 months

including its merchant bankers, as one of the terms of the June 17, 1969 agreement under which Leasco was to make an offer for all of the shares of Pergamon, and that the making of the two journal entries, resulting in a total charge to R.M. & Co. of £152,921, were designed to boost Pergamon's profits by approximately £50,000 in the year to October 31, 1968, by approximately £50,000 in the 14 months

including its merchant bankers, as one of the terms of the June 17, 1969 agreement under which Leasco was to make an offer for all of the shares of Pergamon, and that the making of the two journal entries, resulting in a total charge to R.M. & Co. of £152,921, were designed to boost Pergamon's profits by approximately £50,000 in the year to October 31, 1968, by approximately £50,000 in the 14 months

including its merchant bankers, as one of the terms of the June 17, 1969 agreement under which Leasco was to make an offer for all of the shares of Pergamon, and that the making of the two journal entries, resulting in a total charge to R.M. & Co. of £152,921, were designed to boost Pergamon's profits by approximately £50,000 in the year to October 31, 1968, by approximately £50,000 in the 14 months

including its merchant bankers, as one of the terms of the June 17, 1969 agreement under which Leasco was to make an offer for all of the shares of Pergamon, and that the making of the two journal entries, resulting in a total charge to R.M. & Co. of £152,921, were designed to boost Pergamon's profits by approximately £50,000 in the year to October 31, 1968, by approximately £50,000 in the 14 months

including its merchant bankers, as one of the terms of the June 17, 1969 agreement under which Leasco was to make an offer for all of the shares of Pergamon, and that the making of the two journal entries, resulting in a total charge to R.M. & Co. of £152,921, were designed to boost Pergamon's profits by approximately £50,000 in the year to October 31, 1968, by approximately £50,000 in the 14 months

including its merchant bankers, as one of the terms of the June 17, 1969 agreement under which Leasco was to make an offer for all of the shares of Pergamon, and that the making of the two journal entries, resulting in a total charge to R.M. & Co. of £152,921, were designed to boost Pergamon's profits by approximately £50,000 in the year to October 31, 1968, by approximately £50,000 in the 14 months

including its merchant bankers, as one of the terms of the June 17, 1969 agreement under which Leasco was to make an offer for all of the shares of Pergamon, and that the making of the two journal entries, resulting in a total charge to R.M. & Co. of £152,921, were designed to boost Pergamon's profits by approximately £50,000 in the year to October 31, 1968, by approximately £50,000 in the 14 months

including its merchant bankers, as one of the terms of the June 17, 1969 agreement under which Leasco was to make an offer for all of the shares of Pergamon, and that the making of the two journal entries, resulting in a total charge to R.M. & Co. of £152,921, were designed to boost Pergamon's profits by approximately £50,000 in the year to October 31, 1968, by approximately £50,000 in the 14 months

including its merchant bankers, as one of the terms of the June 17, 1969 agreement under which Leasco was to make an offer for all of the shares of Pergamon, and that the making of the two journal entries, resulting in a total charge to R.M. & Co. of £152,921, were designed to boost Pergamon's profits by approximately £50,000 in the year to October 31, 1968, by approximately £50,000 in the 14 months

including its merchant bankers, as one of the terms of the June 17, 1969 agreement under which Leasco was to make an offer for all of the shares of Pergamon, and that the making of the two journal entries, resulting in a total charge to R.M. & Co. of £152,921, were designed to boost Pergamon's profits by approximately £50,000 in the year to October 31, 1968, by approximately £50,000 in the 14 months

including its merchant bankers, as one of the terms of the June 17, 1969 agreement under which Leasco was to make an offer for all of the shares of Pergamon, and that the making of the two journal entries, resulting in a total charge to R.M. & Co. of £152,921, were designed to boost Pergamon's profits by approximately £50,000 in the year to October 31, 1968, by approximately £50,000 in the 14 months

including its merchant bankers, as one of the terms of the June 17, 1969 agreement under which Leasco was to make an offer for all of the shares of Pergamon, and that the making of the two journal entries, resulting in a total charge to R.M. & Co. of £152,921, were designed to boost Pergamon's profits by approximately £50,000 in the year to October 31, 1968, by approximately £50,000 in the 14 months

including its merchant bankers, as one of the terms of the June 17, 1969 agreement under which Leasco was to make an offer for all of the shares of Pergamon, and that the making of the two journal entries, resulting in a total charge to R.M. & Co. of £152,921, were designed to boost Pergamon's profits by approximately £50,000 in the year to October 31, 1968, by approximately £50,000 in the 14 months

including its merchant bankers, as one of the terms of the June 17, 1969 agreement under which Leasco was to make an offer for all of the shares of Pergamon, and that the making of the two journal entries, resulting in a total charge to R.M. & Co. of £152,921, were designed to boost Pergamon's profits by approximately £50,000 in the year to October 31, 1968, by approximately £50,000 in the 14 months

including its merchant bankers, as one of the terms of the June 17, 1969 agreement under which Leasco was to make an offer for all of the shares of Pergamon, and that the making of the two journal entries, resulting in a total charge to R.M. & Co. of £152,921, were designed to boost Pergamon's profits by approximately £50,000 in the year to October 31, 1968, by approximately £50,000 in the 14 months

including its merchant bankers, as one of the terms of the June 17, 1969 agreement under which Leasco was to make an offer for all of the shares of Pergamon, and that the making of the two journal entries, resulting in a total charge to R.M. & Co. of £152,921, were designed to boost Pergamon's profits by approximately £50,000 in the year to October 31, 1968, by approximately £50,000 in the 14 months

including its merchant bankers, as one of the terms of the June 17, 1969 agreement under which Leasco was to make an offer for all of the shares of Pergamon, and that the making of the two journal entries, resulting in a total charge to R.M. & Co. of £152,921, were designed to boost Pergamon's profits by approximately £50,000 in the year to October 31, 1968, by approximately £50,000 in the 14 months

including its merchant bankers, as one of the terms of the June 17, 1969 agreement under which Leasco was to make an offer for all of the shares of Pergamon, and that the making of the two journal entries, resulting in a total charge to R.M. & Co. of £152,921, were designed to boost Pergamon's profits by approximately £50,000 in the year to October 31, 1968, by approximately £50,000 in the 14 months

including its merchant bankers, as one of the terms of the June 17, 1969 agreement under which Leasco was to make an offer for all of the shares of Pergamon, and that the making of the two journal entries, resulting in a total charge to R.M. & Co. of £152,921, were designed to boost Pergamon's profits by approximately £50,000 in the year to October 31, 1968, by approximately £50,000 in the 14 months

including its merchant bankers, as one of the terms of the June 17, 1969 agreement under which Leasco was to make an offer for all of the shares of Pergamon, and that the making of the two journal entries, resulting in a total charge to R.M. & Co. of £152,921, were designed to boost Pergamon's profits by approximately £50,000 in the year to October 31, 1968, by approximately £50,000 in the 14 months

including its merchant bankers, as one of the terms of the June 17, 1969 agreement under which Leasco was to make an offer for all of the shares of Pergamon, and that the making of the two journal entries, resulting in a total charge to R.M. & Co. of £152,921, were designed to boost Pergamon's profits by approximately £50,000 in the year to October 31, 1968, by approximately £50,000 in the 14 months

including its merchant bankers, as one of the terms of the June 17, 1969 agreement under which Leasco was to make an offer for all of the shares of Pergamon, and that the making of the two journal entries, resulting in a total charge to R.M. & Co. of £152,921, were designed to boost Pergamon's profits by approximately £50,000 in the year to October 31, 1968, by approximately £50,000 in the 14 months

including its merchant bankers, as one of the terms of the June 17, 1969 agreement under which Leasco was to make an offer for all of the shares of Pergamon, and that the making of the two journal entries, resulting in a total charge to R.M. & Co. of £152,921, were designed to boost Pergamon's profits by approximately £50,000 in the year to October 31, 1968, by approximately £50,000 in the 14 months

including its merchant bankers, as one of the terms of the June 17, 1969 agreement under which Leasco was to make an offer for all of the shares of Pergamon, and that the making of the two journal entries, resulting in a total charge to R.M. & Co. of £152,921, were designed to boost Pergamon's profits by approximately £50,000 in the year to October 31, 1968, by approximately £50,000 in the 14 months

including its merchant bankers, as one of the terms of the June 17, 1969 agreement under which Leasco was to make an offer for all of the shares of Pergamon, and that the making of the two journal entries, resulting in a total charge to R.M. & Co. of £152,921, were designed to boost Pergamon's profits by approximately £50,000 in the year to October 31, 1968, by approximately £50,000 in the 14 months

including its merchant bankers, as one of the terms of the June 17, 1969 agreement under which Leasco was to make an offer for all of the shares of Pergamon, and that the making of the two journal entries, resulting in a total charge to R.M. & Co. of £152,921, were designed to boost Pergamon's profits by approximately £50,000 in the year to October 31, 1968, by approximately £50,000 in the 14 months

including its merchant bankers, as one of the terms of the June 17, 1969 agreement under which Leasco was to make an offer for all of the shares of Pergamon, and that the making of the two journal entries, resulting in a total charge to R.M. & Co. of £152,921, were designed to boost Pergamon's profits by approximately £50,000 in the year to October 31, 1968, by approximately £50,000 in the 14 months

including its merchant bankers, as one of the terms of the June 17, 1969 agreement under which Leasco was to make an offer for all of the shares of Pergamon, and that the making of the two journal entries, resulting in a total charge to R.M. & Co. of £152,921, were designed to boost Pergamon's profits by approximately £50,000 in the year to October 31, 1968, by approximately £50,000 in the 14 months

including its merchant bankers, as one of the terms of the June 17, 1969 agreement under which Leasco was to make an offer for all of the shares of Pergamon, and that the making of the two journal entries, resulting in a total charge to R.M. & Co. of £152,921, were designed to boost Pergamon's profits by approximately £50,000 in the year to October 31, 1968, by approximately £50,000 in the 14 months

including its merchant bankers, as one of the terms of the June 17, 1969 agreement under which Leasco was to make an offer for all of the shares of Pergamon

FUEL AND POWER EMERGENCY

IF WE EACH SAVE A LITTLE, WE'LL ALL SAVE A LOT.

Britain is facing a serious reduction in its supplies of oil, coal and electricity—a situation which could rapidly get worse.

Already, industry, airlines, government departments and public bodies have been instructed to cut their consumption.

The rest is up to us as individuals.

Each and every one.

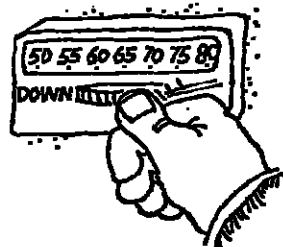
Because any small saving that can be made will contribute towards a large and valuable saving of the country's fuel resources.

So we must all act now and increase our efforts to save fuel. Check the points below and take action immediately.

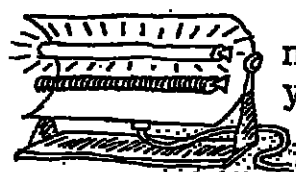


How to save fuel in the home.

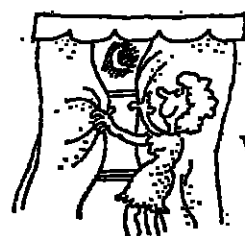
Most of us can reduce the amount of heat and hot water we use, without any real inconvenience. For instance:



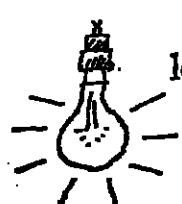
Reduce your central heating. Turning a thermostat down by 2°C or 4°F can save a household up to 16% on its fuel bill. And check your lagging, insulation and draught-proofing. They can make big savings.



Bar fires, fan and convector heaters can help make big savings, too. Turn down the heat when you're not in the room, leave it off when you're out of the house.



Other ways to save heat include closing curtains wherever possible (left open, they can lower the room temperature by up to 5°C or 9°F). Don't open windows if the room becomes too warm, but turn down the heating instead. And ensure that heating is shut off at night when it's not needed.

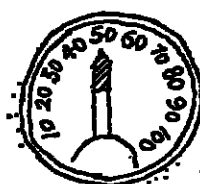


Is that light really necessary? The truth is that one less 100 watt light bulb burning in each house saves the output of a large power station. And every appliance left on or used wastefully adds to the national shortage.

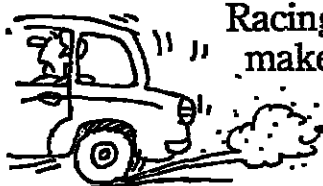


How to save fuel on the road.

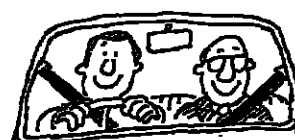
Don't travel by car unless you really have to, particularly at weekends. If it is essential, you can save fuel in these ways:



One of the best ways to save petrol is to restrict speed. In fact, in the average car, petrol consumption at 35 mph may be half that at 65 mph. So a self-imposed speed limit of 50 mph will save a lot of fuel.



Racing starts and sudden braking use up extra fuel. It makes sense at all times to use the accelerator as gently as possible and to brake smoothly, too. It also makes better driving sense!



It's a good idea to offer a lift to a friend or neighbour. Maybe organise a rota or pool in your neighbourhood or where you work.



Cut down weekend motoring wherever you can. For example, most of us really don't need to drive on Sundays. The saving in petrol would be enormous.

CUT FUEL CONSUMPTION NOW.

APPOINTMENTS

Institutional Salesman

There is a vacancy in our equity institutional department for an experienced salesman.

He should have at least five years experience of either stockbroking or working in the investment department of a major institution.

The salary will be fully competitive.

Reply in confidence to:
M. S. Evans
Laing & Cruickshank
Tower Block
The Stock Exchange
E.C.2.

Financial Controller

West London
c. £7,000 + Car

My client - part of a large, diverse and highly successful group - is one of the leading Companies in the U.K. entertainment/leisure industry.

With an active policy of growth through acquisition and consolidation, they are currently seeking an exceptional man to act as Financial Controller.

Reporting direct to the Managing Director, his sphere of activities will encompass new business negotiations, formulation of financial policies, control systems and budgets, and management responsibilities for all personnel within his function.

This is an outstanding assignment.

To meet the challenge, the successful candidate will undoubtedly need to be a Chartered Accountant of not less than 30 years of age, with considerable experience gained at senior management level in a commercial environment. He also must of course be self-motivated and be capable of making a significant contribution to the Company's continued success.

If you feel you can honestly meet these requirements, write immediately in strict confidence to:

Barry Taver, Managing Director,
Resources Recruiting Limited,
2 Bedford Row,
London WC1R 4BU.

Please indicate in a covering letter any companies that your reply should not be forwarded to.

PRODUCTION DIRECTOR

£7,000 PLUS CAR

This is a new appointment in this progressive Company employing 750 people manufacturing Lathes.

Applicants should already be holding senior appointments in Production Engineering.

Knowledge of the Machine Tool Industry will be considered an advantage.

Age: 30-45 years.

All applications will be treated in the strictest confidence by the Chairman and Managing Director.

Write, marking envelope PDFT:

Ian Smith,
DEAN SMITH & GRACE LTD.,
P.O. Box 15,
Keighley,
Yorkshire BD21 4PG.

AN EXCEPTIONAL OPPORTUNITY

A Swiss company now established in the United Kingdom and well-known for its precision engineering products is seeking a future production director and a future marketing director. In both cases the opportunity is for a young man, probably between 33 and 37, who is prepared to study the business for two years before taking on heavy responsibility.

The production man must have a good engineering degree, production experience and have proved himself in the industrial relations field. The commercial man will have a university education, preferably an economics or business studies degree, sales experience coupled with business flair and an ability to get on with people. Both must be good administrators.

These two positions offer exceptional openings for men with the right background and a generous salary will be paid. If you have the right qualifications please write giving brief curriculum vitae to: The Chairman, Box T.2362, Financial Times, 10, Cannon Street, EC4P 4BY.

Assistant to the Company Secretary

An Assistant is required for the Company Secretary's Office of The Delta Metal Co. Ltd. in London, the headquarters of a major Group of Companies in Building Products, Electrical Equipment, Engineering Components and non-ferrous metals.

Duties will cover a wide range of secretarial, statutory, pensions and insurance matters.

Applications are invited from law graduates or Chartered Secretaries. Age preferably 30-35, and experience of the duties of a Company Secretary necessary. Salary will be negotiable.

Please apply in writing giving details of education, qualifications and previous experience to:

The Secretary,
The Delta Metal Co. Ltd.
1 Kingsway, WC2B 6XF

Building Products
Engineering Components



Electrical Equipment
Non-Ferrous Metals

Contracts Director

Planning and Architectural Partnership

The services offered by this multi-discipline partnership range over the whole field of environmental planning, architectural design, residential building, and public works. Projects currently under design or construction in this country and overseas, for the control and supervision of which the partnership is responsible, exceed £75m. in value. It is the contract director's job to see that projects are progressed and completed on time and that the partnership's professional responsibilities are fully and properly discharged. Engineers, architects, surveyors or those otherwise relevantly qualified, who have a minimum of 15 years' successful experience matching this task are invited to describe this together with a brief personal history when writing - in confidence - to D. S. A. E. Jessop reference B.28313.

about £7000

MSL

Management Consultants in Human Resources

17 Stratton Street, London, W1X 6DB.
BIRMINGHAM GLASGOW MANCHESTER

Charles Barker Recruitment

Use our Confidential Reply Service by sending us full career details and listing on a separate sheet any companies to whom we should not forward your reply. Write the reference number on your envelope and send it to our London office, 30 Farnington Street, London EC4A 4BA.

Personnel Officer (Administration)

A leading Merchant Bank in the City of London requires a man, aged 24-29, to join a small but very active Administration Department. His responsibilities will include:-

- the maintenance and improvement of personnel records systems.
- assisting with salary administration matters.
- the operation of staff benefit schemes.

Ideally, applicants should have had previous personnel experience in a financial environment. Excellent starting salary and fringe benefits are offered. Reference 4509

FOREIGN EXCHANGE DEALING

A senior foreign exchange dealer is required by the London branch of a major New York bank which is expanding its overseas business. The branch has a medium sized dealing room, and is trading actively in the main currencies in exchange and deposits.

Applicants, aged 28-35, should have had several years active experience in the foreign exchange market, and be prepared to accept responsibility in the proposed expansion activities. Salary is subject to negotiation up to a high four-figure level; additionally, there are attractive fringe benefits including house loan scheme, Private Patients' Plan, non-contributory pension etc.

In the first instance and in the strictest confidence, please telephone Peter J. Taylor on 01-623 5051.
JONATHAN WREN & CO LTD., BANKING APPOINTMENTS
THE WHITE HOUSE, 15 FISH STREET HILL, LONDON EC3R 6BP

TECHNOLOGY INDUSTRY PROGRAMME MANAGER

Established multi-national Market Research and Consulting Firm seeks European based programme manager for new service for the investor in technologically related worldwide companies.

Experience desirable in sales/service of institutional investor accounts, and knowledge of Computer and Office Equipment/Technology Industry Companies essential.

English and French speaking capabilities for written and verbal communication important as is direct sales experience and willingness to travel.

Research support provided by worldwide information collection network and established client acceptance in major financial circles.

Compensation scheme arranged to reward performance. Reply with full resume with compensation experience to Box T.2877, Financial Times, 10, Cannon Street, EC4P 4BY.

SALES EXECUTIVE

Maturity, management background and successful sales experience are assets for an individual seeking an interesting and challenging opportunity for outstanding earnings.

The person we seek is a professional with stature, integrity, and a successful record at high earnings levels. Compensation based on guarantee against unlimited commissions. International management consulting firm's London office.

Send resume in confidence to Chusid, 213 Oxford St, London W1R 1AH.

Coffee Marketing Manager

We require a keen and skilful man for employment in a producing country. The successful applicant will be well versed in shipping documentation, and international banking and exchange procedures and will preferably have had experience in the green coffee trade.

Conditions will include provision for paid annual leave with fares to place of recruitment, a rent free house and other usual expatriate benefits. Cool pleasant climate and good social conditions. The company is British owned and operated.

Interviews will be arranged in London for late November and employment would commence in January, 1974. Write with full particulars to Box No. W.1242, Reynell Recruitment, 88/90 Chancery Lane, London WC2A 1HF.

STOCKBROKERS

A small group of Members would like to find a London firm which will provide them with a sound base which they can develop together with the existing partners into a compact international stockbroking company.

Please reply to Box T.2880, Financial Times, 10, Cannon Street, EC4P 4BY. In the strictest confidence.

Chief Executive-Trust Company

Pacific-New Hebrides

A consortium of major international banks wishes to appoint a Chief Executive for a new Trust Company now being established in the New Hebrides. The islands are rapidly becoming an important international tax-free financial centre in the Pacific region. The scope for business development, therefore, is very substantial.

Although based in the New Hebrides, reporting direct to the Board in Australia, the Chief Executive will be involved in extensive travel to major business centres throughout the world.

The man appointed will possess a first class knowledge of investment management, the money market, and international aspects of tax laws and company law. He will already have built up a broad range of international financial contacts and will have a proven record of successful business development. The position calls for initiative and a high level of personal responsibility.

Age is not a deciding factor, but there is a preference for a man in the 30-40 age bracket. Candidates must be English speaking and a knowledge of French would be an advantage.

A substantial tax-free salary will be negotiated and other benefits, including a rent free house of a high standard, will be provided.

An international firm of Management Consultants has been retained to advise on this appointment. Please reply, in confidence, with a curriculum vitae, to J. B. Henton, 83 Ebury Street, London SW1W 9QU.

Corporate Planning

City
£5,000 +

A major financial group with diversified business interests in the U.K. and overseas, established its central planning department two years ago. The department has responsibility for developing planning at corporate and divisional levels, from initial definition of objectives to final monitoring and review of the various plans. Expansion of the planning activity creates this further appointment at group headquarters in the City, for a planner around 30 with a professional or graduate training in a numerate discipline. Candidates should be thoroughly conversant with planning methodology and related techniques - particularly in financial analysis and forecasting - and must demonstrate the ability to produce cogent and concise reports for top management. A key requirement is solid forward planning experience in a large, multi-product enterprise, preferably with an international dimension. Remuneration will be negotiable around £5,000 with a comprehensive range of benefits including house loans at preferential rates. (Personnel Services: Ref. MV26/4924/FT)

The identity of candidates will not be revealed to our client without prior permission given during a confidential discussion. Please send brief career details, quoting reference number to the address below, or write for an application form, and advise us if you have recently made any other applications.



PA Management Consultants Limited,
Personnel Services Division, Hyde Park House,
Knightsbridge, London SW1X 7LE

Managing Director

Light Engineering

to lead the development of an engineering company which is part of a public group and has a turnover approaching £1m. in batch produced components and instruments. The man appointed will have an autonomous, profit accountable role: his key tasks will be to complete the establishment of the company on its recently opened site and to improve its business performance. Probably qualified engineers, candidates must have demonstrably successful general management records within the light engineering field; ideally these should include product/market innovations. Car; pension; re-location assistance to pleasant South Wales area. Please write - in confidence - stating how each requirement is met to G. E. Howard reference B.29181.

around £8000

MSL

Management Consultants in Human Resources

17 Stratton Street, London, W1X 6DB.
BIRMINGHAM GLASGOW MANCHESTER

ESTATE AGENCY

Chattels Auctioneer and Valuer required by South Coast Institute firm. Applicants (preferably age 30 to 40) must be fully acquainted with auction and catalogue work. This is a senior well-paid appointment and only applicants of high calibre and wide experience should apply. Write with full details to:- Box T.2874, Financial Times, 10, Cannon Street, EC4P 4BY.

CONSTRUCTION CLAIMS LIAISON OFFICER

Up to £4,083 per annum, plus car allowance.

The London Borough of Croydon has an extensive building programme involving many simultaneous major and minor contracts. These projects are designed and supervised by the Architectural Division of the Department of Development. A senior liaison officer is required to investigate, negotiate and report at top level in the Directorate to achieve the settlement of claim either by the Council or by Contractors arising under the Standard Form of Building Contract. The work will include close consultation with the Corporation's legal service, to analyse and prepare alternative courses of action. Applicants must have had considerable contract experience and be thoroughly conversant with the operation of this form of contract. In an approved case assistance would be given with temporary housing accommodation and a grant paid towards removal and lodging expenses.

CROYDON

Application forms may be obtained from the Director of Development, London Borough of Croydon, Taberner House, Park Lane, Croydon, CR9 1JT, or telephone 01-686 4433, ext. 2596. Closing date 12th December, 1973.

APPOINTMENTS WANTED

BUSINESS MAN
Swiss, Doctor of Economics, living abroad, managerial responsibilities at HQ of multinational group, wishes to establish business in 1974 in Luxembourg-Geneva area. Can prove excellent achievements in high-level negotiations and in solving general management, administration and financial problems for large and medium-sized international groups in several industrial and trade activities. For references: French, German, English, Spanish. Seeks contacts in view of active representation of interests, creation and development of international business. Write Box T.2873, Financial Times, 10, Cannon Street, EC4P 4BY.

AS THE CHIEF EXECUTIVE
of an established engineering company with a high growth record - and as a man whose company loyalty includes only one change in the last 20 years - I am looking for the opportunity to join forces with a leading manufacturer and/or marketing team connected with high grade engineering products. Searching for a new challenge to which I can rise to the level of my experience. This includes the following: highest English/German, Chartered Engineer, unusually wide technical and commercial experience; outstanding and proven world-wide marketing record (including Eastern Bloc countries); excellent world-wide contacts; outstanding and proven talent for negotiation; fair for innovation in developing new products in markets. If you are seriously interested please write to: S. Raza, Esq., 26, Alton Road, Croydon, Surrey.

CLUBS

EVN, Regent Street, 234 5007. Air cond. Lavish Spectacular. "Lib and Let Lib." Ent. fee. Cocktail. Dinner. Wine. Brandy and Coffee \$6.95 or a la carte.

The Executive's World

EDITED BY
JOHN TRAFFORD

Roy Levine discusses the merger of the FCI and ICFC

The small firm will gain

A CREDIT squeeze is just the corner, small and medium-sized firms can always turn to the Industrial and Commercial Finance Corporation (ICFC) for money and pay a rate above the minimum lending

se proposed merger with the new Corporation for Industry Finance (FCI) will generate up to £28m. money through an effective issue of £17.1m. and gear. That is more than twice the current rate of ICFC lending annum.

course, not all that money go to small companies which unit for one-fifth of GNP and employ more people than the rest of the economy. The merger will

ICFC in 1945 as part of post-war reconstruction, has entered on the bigger fish. Shareholders in FCI are institutions like investment trusts and insurance companies.

ough most of its cash resources have been raised with clearing banks. Its aim at time was to act in the small interest by providing for industry when money is not raised from ordinary market sources. It has restricted its investments to a small number of large companies but has not been active recently.

FCI, on the other hand, was led by the clearing banks to provide long-term finance for small and medium-sized companies. Most of its resources have been raised in the money market.

ne proposed merger will be a two-tier structure as shown in the table. A new company, Finance for Industry (FCI) will acquire all shares in ICFC and FCI oriented, their roles are often confused. At this stage, the merger has more implications for FCI than for ICFC, which will carry on as

become shareholders in FCI and the Bank of England will increase its proportion from 3.3 to 15 per cent.

Although the merger has been mooted for the past seven years (when the now defunct IRC challenged FCI's efficacy) the actual event, in the form of offer documents earlier this month, has almost gone unnoticed. Yet, even apart from the £500m. resources of the combined group, the merger is important at a time when enormous capital appetites have been created by exploration for gas in the North Sea, economic expansion, the need to regenerate depressed areas and participation in EEC ventures.

Characteristic of the slow-footed ICFC/FCI institutions, expansion plans have not yet been worked out and detailed policies will only be thrashed out once FCI has a Board of directors.

Decisions

For the moment, Sir Humphrey Mynors will stand down as chairman of FCI and Lord Sheffield, present chairman of ICFC, will take his seat and become chairman of FCI.

But, being 69, he is due to retire next year and at this time there is no obvious successor. Meanwhile, urgent decisions will need to be taken about how to split the cake, how to define FCI's new role and how to reinforce ICFC's role in the small company sector. If these decisions are taken quickly and definitively, perhaps the groups can at last earn real personalities. The two groups have seldom been in the limelight and, since neither is solely profitable, their roles are often confused.

At this stage, the merger has more implications for FCI than for ICFC, which will carry on as

before. FCI's role will be enlarged in three ways: a private company seeking over £1m. from ICFC which would normally be turned away will now be put on to FCI; FCI will become involved in financing large capital projects in the North Sea oil exploration; it will also expand its role in Europe by participating in syndicates; and, finally, it could become one of the main vehicles for industrial expansion in depressed areas in Britain.

To some extent ICFC fills a gap in providing long-term finance for expansion of small and medium-sized companies in the U.K. where, unlike many Continental countries, the capital market is geared to securing the best returns for investors rather than giving priority to industry's capital needs.

Although the clearing banks are becoming more interested in providing long-term money for small companies and hence in competition with ICFC the Corporation has such a head start that its market position is secure. Even the merchant banks, whose equity financing is often geared to ultimate public listing of their clients, pale into insignificance. The number of investments held by the Corporation is over 2,300 and the nearest competitor is Charterhouse Development with only 50 investments.

About half of the Corporation's new business comes from existing customers, although according to the general manager, Paul Hildesley, this will become less important in the future.

The main source of new business is auditors who are often knowledgeable about their clients' financial needs and have some awareness of ICFC's services. The Corporation's advances have been for equity participation and it is not really interested in nursing companies to the Stock Exchange.

a potential customer as overdraft financing they will refer the case to a bank. The reverse is true when a bank is reluctant to lend a small company long-term money.

The difference in criteria often arises from the risks involved for the Corporation - often deals in fairly high-risk investments. Its subsidiary, Technical Development Capital, is one instance of that since it is primarily involved in providing capital for high technology companies.

The Corporation has increasingly been diversifying its activities and aims now to present a "one-stop" service for small companies. The diversification - which includes management consultancy through ICFC - has been in response to client needs rather than a deliberate policy. These ancillary services are not necessarily profit centres but, in most cases, are expected to keep their heads above water.

'Super-currency'

It is arguable whether that stance affects the quality of service and degree of resources in the group. Its staff of 180 represents a work load of £900,000 per person and, even though it has plans to increase its staff by 25 a year, it is patently not in a position to provide continual in-depth services.

If you are running a small company and are in a hurry to grab "super-currency" in the form of a public offering of shares, merchant banks can probably help you better. Only about a quarter of ICFC's advances have been for equity participation and it is not really interested in nursing companies to the Stock Exchange.

That is the business of its corporate finance branch which is divorced from its lending operations. ICFC is again different from most merchant banks in that it very rarely appoints nominee directors or takes an active part in management although the ancillary services - staffed by more than 600 people - are sometimes called upon.

Of course, the Corporation will argue that as a lender to private industry its main advantage is providing money at fixed rates over long periods, thus giving companies the opportunity to plan expansion more predictably. That kind of service on its own might not require any backup activity. Even though a company's historic rate of return on capital may not match the Corporation's 13 per cent plus interest charge, the return on new capital can comfortably exceed that. The current high cost of money is not affecting existing clients.

Most of the loans are issued for expansion and the figures show that 63 per cent of funds supplied between 1968-70 were used to buy fixed assets or working capital. That also indicates ICFC's view (which contradicts the folklore) that lack of finance at crucial periods is not the main reason for failure of small companies. Rather, lack of planning or marketing and insufficient awareness of how inflation eats into working capital are exposed by Gerry Richardson, managing director of ICFC-Numas. He would like to see the official adoption of inflation accounting along with necessary fiscal changes.

The 25 per cent of serious approaches rejected by the Corporation are usually on the grounds of lack of faith in a product or company. There are no set rules but among the

POST-MERGER STRUCTURE

FINANCE FOR INDUSTRY (F.F.I.)

Issued capital £40m.



Lord Sheffield, chairman ICFC.

Shareholders:	%	%
Bank of England	15.02	
Bank of Scotland	3.72	
Barclays Bank Limited	18.86	
Lloyds Bank Limited	13.70	
Midland Bank Limited	16.18	
Clydesdale Bank Limited	1.85	18.03
National & Com. Banking Gp.		
The Royal Bank of Scotland Ltd.	4.58	7.58
Williams & Glyn's Bank Limited	3.00	
National Westminster Bank Ltd.	22.99	
Coutts & Co.	0.70	23.69
		100.00

100%
Industrial and Commercial
Finance Corporation (I.C.F.C.)

ICFC: Leasing
ICFC: Numas
ICFC: Communications
ICFC: Training
ICFC: Computer Group
Industrial Mergers Ltd.
Technical Development Capital Ltd.
Ship Mortgage Finance Company

Other activities include:
Property and development
Corporate finance
Shipowners
Portfolio investment
Manufacturing and engineering

100%
for Industry (F.C.I.)
Finance Corporation

Sir Humphrey Mynors, chairman F.C.I.

OUR BUSINESS PROBLEMS

BY OUR LEGAL STAFF

Capital gains and income tax

m in dispute with the Inland Revenue over a capital loss I suffered in connection with Mersey Docks holding and am appealing to the Commissioners. A tax office informs me that due to me in respect of payment of tax deducted from interest payments are retained pending settlement of this. As I understand capital gains tax and income tax are entirely separate, has the taxpayer the right to withhold payment?

The Inland Revenue have not accepted the claim under section 23(4) of the Finance Act, 1965, that shares in Mersey Docks and Harbour Company are valueless.

There does not seem to be any specific statutory authority for Inland Revenue withholding income tax repayment because of an alleged capital gains liability—and in your case, course, no liability at present—as the Commissioners have yet determined your appeal. However, a legal action to force

the Inland Revenue to repay would be time consuming and costly.

Tax relief on a loan
I have the opportunity of borrowing money on my life assurance policy at an advantageous rate from the particular life insurance company but the terms would allow that the loan may be repaid in whole or in part at any time during the currency of the policy.

If I use this loan as a general fluctuating level loan facility and not as a whole for any fixed period, will it qualify for tax relief?

The interest paid to the life assurance company on the loan will qualify for tax relief, subject to the disallowance of the first £25 each year if the interest is not "protected" interest which, broadly speaking, is interest on loans for the purchase or improvement of land or buildings.

Only £25 in total is disallowed

so, if you already pay "unprotected" interest of more than this amount, the whole of the interest paid to the life assurance company will be allowable.

No effective sanction

At the last AGM of a small private company, I moved an amendment to the resolution concerning the adoption of the accounts. The chairman ruled my motion out of order on the grounds that due notice of it so as to disempower the chairman from taking the same bad point again. The main problem is that there is no effective sanction to cover the situation which now obtains.

Your position now is that you can litigate to have the minutes of the company meeting amended if you think this is worth the very considerable risk in costs. In that case you should consult a solicitor. Otherwise you can move the resolution at the next meeting after giving notice of it so as to disempower the chairman from taking the same bad point again. The main problem is that there is no effective sanction to cover the situation which now obtains.

Gains tax exemption

If two of us sell for £1,500 an antique bureau-bookcase, which we inherited jointly, will the exemption for tangible moveable property disposed of for less than £1,000 apply to each of our shares so that each is exempt from capital gains tax?

We think not, because the legislation is so worded that if

only an interest in such property is sold the part undisposed of has to be valued and taken into account in determining whether the £1,000 limit is exceeded. So it is certainly so that this exemption will not apply in your case. However, if a yacht for example (or an interest or share in a yacht) was disposed of any gain would probably be exempt under Finance Act 1965, schedule 12, paragraph 1 (which applies to the disposal of certain tangible moveable assets with a predictable life of less than 50 years), whatever the amount of the proceeds.

Vat and overseas resident
As a non-resident in the U.K. I have been advised by my stockbroker that I am not liable to pay VAT on his commission, fees, and in certain cases on for the amounts for reimbursement of expenses incurred by him on my behalf. I am told by my solicitors that "all solicitors and estates agents fees are chargeable with VAT notwithstanding that the person on whose behalf (work) has been carried out is non-resident in the United Kingdom." Is this correct?

The question of whether zero-rating applies to services supplied in the U.K. to an overseas resident depends, if the services are also used in the U.K. as in your case, on the relationship between the parties. If the relationship is that of U.K. agent to overseas principal then any services supplied by the agents are zero-rated (Finance Act, 1972, schedule 4, group 8, item 1).

No legal responsibility can be accepted by the Financial Times for the answers given in these columns. All inquiries will be answered by post as soon as possible. No charge is made for this service except in relation to investment matters.

We understand that Customs and Excise do not regard solicitors and surveyors as agents, but the position is not clear as regards estate agents and it could well be that your commission should be zero-rated in the circumstances mentioned.

Management News

THE London Chamber of Commerce and Industry is to start a series of training courses for export administration staff. The programme will consist of four linked courses designed to provide export knowledge for all levels of management.

The Chamber says that one of the main reasons for starting the scheme now is the acute shortage of clerical staff in London and the South East which is hitting

many firms involved in exporting. This shortage is placing a pressure on trained staff conversant with export procedures.

The first course, Starting in Export, is a one-day course for new staff in exporting and shipping; the second, Delivery and Payment (two days), is for more experienced staff; the third, EEC Procedure and Documentation (one day), will provide information on EEC practices; and the fourth, Export Office Productivity, Paperwork and Profit (two days), is for export or shipping managers.

All the courses are limited to 16 students, will be held at the London Chamber and will be conducted by professional tutors. They are being administered by Mr. Bernard Goodyear, Head of the Chamber's Export Services Department. The courses will also be available for in-house training schemes.

"I flew KLM over the Pole to Tokyo. Super wide-comfort DC10's and the KLM service got me there quickly. Without any fuss. Without any bother."

Flying to the Far East via the Amsterdam Gateway makes for easy travelling. Changing planes becomes a pleasure. Computerised check-in desks, mobile aerobridges and moving sidewalks are all on-the-spot to speed you on your onward flight. Your luggage is transferred efficiently for you. So there's no need for rush and hurry. And there's time to call in on the famous Tax Free Self Service Shopping Centre.

Whether you fly direct over the Pole to Tokyo or use the S.E. Asia route, KLM offers the most up-to-date jet aircraft combination on the Far East routes.

The wide spaciousness of the luxurious DC10's and 747's gives you get-up-and-move-around comfort.

KLM's frequency of 14 weekly flights (three Pole vaulting to Tokyo) covers the principal cities in the East. Through connections from London, Manchester or Glasgow via Amsterdam.

That's what makes flying KLM through the Amsterdam Gateway your first choice. The advantages are many and something very new has been added. It's a scheme called STAY ON THE HOUSE run by Tourist Associations of Holland. Your overnight stay with choice of hotel, and many attractive gifts all paid for. Plus special car hire concessions. The Stay on the House scheme is certainly worth asking about.

For information and reservations call your Travel Agents or any KLM office: London 01-568 9144, Birmingham 021-643 5741, Manchester 061-834 9194, Glasgow 041-248 3677.



KLM

a business-like airline for business-like people.



Lister

LISTER & CO LIMITED
Mr. I. E. Kornberg on
broad base for further growth

The eighty-fourth Annual General Meeting of Lister & Co. Limited was held on Tuesday, November 20th at Bradford, Mr. I. E. Kornberg, the Chairman, presided. The following is an extract from the Accounts and his circulated statement:-

Group pre-tax profit for the year ended 31st March, 1973, was £1,250,000 against £1,201,000 for the previous year. A total net dividend of 9.8% is recommended.

During recent years, our policy has been directed towards the technical development of production and the continuous improvement of production efficiency. Continuing and expanding this policy, we have embarked upon a considerable programme of installation of new machinery. All aspects of our activities in spinning and weaving, knitting, dyeing and finishing, will benefit from the increased efficiency of our production.

The main subsidiary companies, Mual Mills, Fielding & Johnson, and Joseph Doyle, have all made valued contributions to the Company's progress. They are making considerable investment in new equipment for new techniques, many of which have been evolved within the Group.

The Directors' Report states 'the aggregate market value of the Group Freehold and Long Leasehold Land and Buildings exceeds the net book amount at which they are included in the balance sheet'. We are engaged in activities aimed at developing the potential value of the Company's properties.

After almost thirty years of dedicated service to the Company Mr. Wilfred Asquith decided to step down as Joint Managing Director as from 31st March 1973. He continues on the Board in a consultancy capacity and we hope to have the benefit of his advice for many years to come.

Mr. Justin Kornberg has been appointed sole Managing Director, and Mr. J. H. Walsh Deputy Managing Director. I have to thank them, and all members of the Board, and directors of subsidiary companies and management, for their dedication to the interests of your Company.



LISTER & CO. LIMITED
MANNINGHAM MILLS, BRADFORD

Bulls, bears and Roast Beef.



A great deal of serious business goes on alongside the glitz and spirit of Shane Street's elegant shops. There's The French Chamber of Commerce, Banco de Bilbao, Chase Manhattan, and Coutts. And the Rolls and Bentley showrooms - when you've driven that bargain with accustomed success. But don't neglect the inner man. At the Rib Room in The Carlton Tower you'll find the best roast beef in England. Let Nick Bonadonna lead you to as much "Roast Rib of Scotch Aberdeen Angus" as your spirit craves.

THE RIB ROOM

THE CARLTON TOWER

Causton Place, London S.W.1.
Tel: 01-437 5412.

THE FINANCIAL TIMES

Incorporating THE FINANCIAL NEWS
Head Office Editorial & Advertisement Offices:
BRACKEN HOUSE, CANNON STREET, LONDON, EC4A 3BY.
Telephone Day & Night: 01-248 8000. Telegrams: Finantime, London.
Telex: 886341/2, 883897

FOR SHARE INDEX AND BUSINESS NEWS SUMMARY RING: 01-248 8000

Branches:
Birmingham: George House, George Road, Birmingham B3 2JH. Tel: 021-244 4121.
Bristol: 11, Broad Street, Bristol BS1 2TA. Tel: 0274-2231.
Cardiff: 10, The Quadrant, Cardiff CF1 1AT. Tel: 01-222 4121.
Edinburgh: 11, George Street, Edinburgh EH2 1JH. Tel: 01-222 4121.
Glasgow: 11, George Street, Glasgow G1 1JH. Tel: 01-222 4121.
London: 11, Broad Street, London EC4A 3BY. Tel: 01-248 8000.
Manchester: 11, Broad Street, Manchester M2 1JH. Tel: 01-222 4121.
New York: 11, Broad Street, New York NY 10004. Tel: 01-222 4121.
Paris: 11, Broad Street, Paris 75001. Tel: 01-222 4121.
Singapore: 11, Broad Street, Singapore 05. Tel: 01-222 4121.
Sydney: 11, Broad Street, Sydney 2000. Tel: 01-222 4121.
Toronto: 11, Broad Street, Toronto M5G 1JH. Tel: 01-222 4121.
Washington: 11, Broad Street, Washington DC 20004. Tel: 01-222 4121.

The oil producers may now be provoking consumer resistance, argues Adrian Hamilton

Oil cuts: heading for economic confrontation with the Arabs

The larger issues

THE GOVERNMENT'S belated decision to acknowledge the danger of an oil shortage by which public opinion would be ordering a general reduction in deliveries provides an opportunity for examining the action taken by the Middle Eastern producers in a wider context than the purely domestic one. In this wider context, any tendency by the Government to congratulate itself on the success of its diplomatic efforts in securing a particularly favoured position for this country must lose much of its relevance.

It is important to distinguish between the sharp rise in oil prices, which could have been expected to take place, if not quite as quickly, even without the renewal of war in the Middle East, and the use of oil supplies as a political weapon. The producers, having at last organised themselves into a cartel, are in a position both to take advantage of soaring world demand for their oil and to reduce their output—those of them, in particular, to whom oil in the ground is likely to prove a more worthwhile reserve asset than any alternative. But they, on the one hand, should bear in mind that their action will hit all their customers, poor as well as rich, and that the short-term benefits of a sharp rise in the oil price may be offset by the long-term effects of a drive to develop alternative sources of energy. Their customers, on the other hand, in any situation where a cartel of producers is exploiting its position excessively, must develop a common front against them as soon as possible. The cartel (as the behaviour of Iraq has already shown) is far from unshakeable.

Oil weapon
The threat to withhold oil supplies selectively in furtherance of a political objective greatly strengthens the need for a common front of the main consuming countries. Anyone who doubts this need only note the way in which discrimination is already being practised against Holland and the recent demand made on the Japanese Government that it should break off relations with Israel. The U.K. Government, too, if this process continues may sooner or later run the risk of being required to take political action

Airlines forced to collaborate

THE airlines have reacted to go before they can start making the fuel crisis. On long international routes, they are price rises have come at a time seeking agreement for a 6 per cent of severe inflation—wages, land, rise in fares to meet fueling fees, air navigation charges, bills which have gone up by 100 per cent already in some cases. Package tour holidays out of the U.K. will bear stiff surcharges from December 1 for the same reason. Preliminary agreement has been reached on some cuts in North Atlantic flights, and further talks are being held this week to extend these, and also to take in the Pacific routes.

As major users of fuel, the airlines recognise that these moves were inevitable. They cannot as yet be regarded as crippling. The traveller wishing to fly between the U.S. and Europe cannot complain at a cut of 30 per cent in flights when there are still 20 airlines and scores of flights a week from which to choose. In the first nine months of this year, the North Atlantic scheduled airlines together offered nearly 14m. seats, and only sold 5m. of them. Thus there were far too many seats chasing too few passengers. All the airlines are really doing so far is take up some of this slack.

Tip of iceberg
In the longer term, the situation is still obscure. These cuts may prove to be only the tip of the iceberg. No one knows just how much further the reductions in capacity will have to go, or how much dearer fares will have to become to meet rising bills. The airlines can still gain something from the situation. It can be argued that on some routes, such as the North Atlantic, over-capacity has been a problem needing a solution for years. With fewer flights, each carrying more, revenues per flight should rise. Just how far this will help the airlines improve their profitability remains to be seen. With collective losses of over \$800m. on the route last year, they have a long way

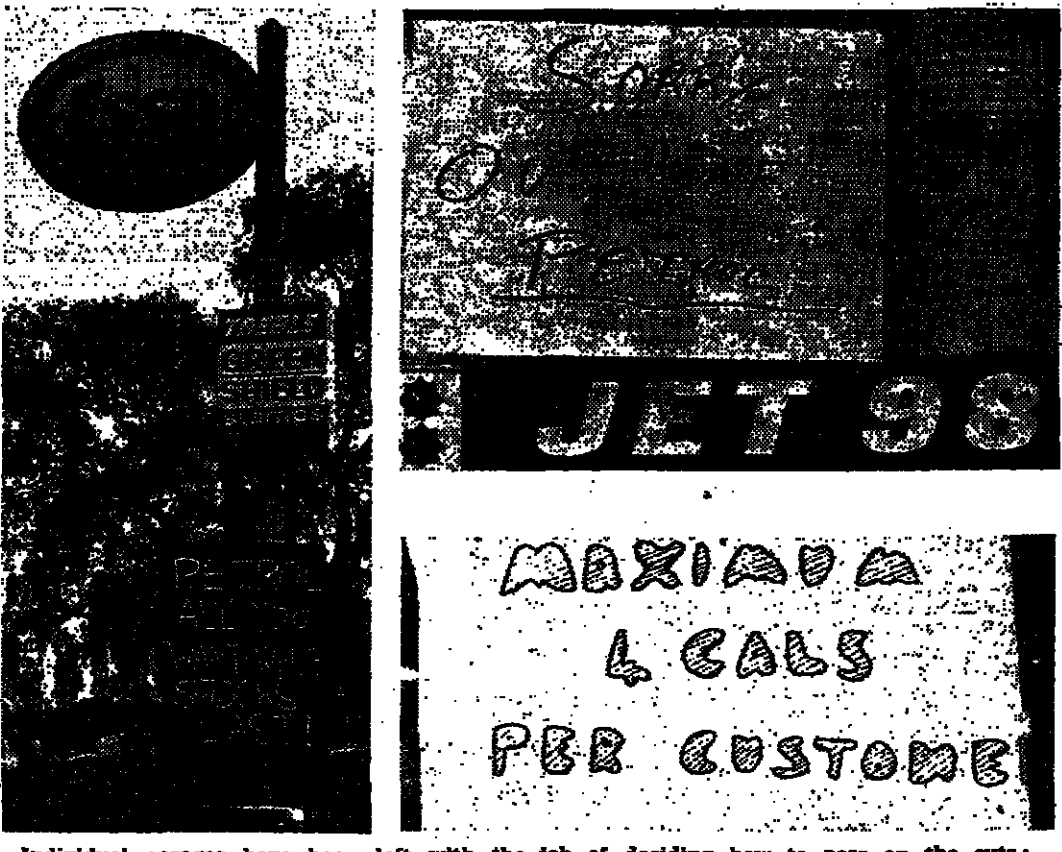
THE Government has finally taken action to impose an across-the-board 10 per cent cut in oil deliveries and the industry, and even some Government officials, can barely hide a deep sigh of relief. Over the past few weeks, since the Arab cut-backs reached an unexpectedly stringent 25 per cent on September production, oil companies have seen their loadings in the Gulf reduced sharply and their stocks in the consumer countries fall even faster as customers have desperately topped up their own storage tanks and rushed to prepare for shortages and possible rationing.

Not all companies have been affected in the same way, of course. But, never happy to see their reserves used up at a time when the worst of winter has still to be faced, even the most optimistic oil groups have been pushing for some kind of action to reduce the pressure on supplies and their case has been made even stronger by the unexpected accidents of refinery plant breakdowns and the series of storms in the Gulf, as well as the industrial difficulties in the coal and electricity industries.

There were serious fears that, without action, some oil companies particularly dependent on imports from Europe might run out of oil altogether by the end of the year, while over the industry as a whole, "minimum operating levels" on stocks of certain products like petrol might have been reached within two months. One company, Esso, had warned all customers of its intention of allocating deliveries at the end of last week, while a number of other companies, like Mobil and Gulf, were acting to reduce refinery output.

By any account, therefore, the Government's action was not only prudent but urgently needed. Now that it has finally come, the central question remains: just how effective it will prove to be. Many oil companies would like to have seen the action much earlier and there are strong grounds for believing that a similar move at the beginning of the month might have prevented at least part of the rapid reduction of company stocks in the last few weeks and brought a stop to the panic buying that was placing a severe strain on distribution facilities and supplies.

Earlier action might also have convinced the public of the point which the Government has so singularly failed to get across till now—that the oil situation was becoming extremely serious, making voluntary restraint by the consumer vital. Having said this, however, there can be no doubt that the Government's decision was a painful one, quite apart from considerations of political timing. No Government of an advanced, energy-based industrial society has ever tried to intervene in the oil market to this extent outside of wartime, and no-one can be sure just how the particular method of oil



Individual garages have been left with the job of deciding how to pass on the cuts: responses yesterday varied widely.

company imposed allocations to all customers will work in practice. From the oil companies' point of view, the machinery is fairly well-established and the options reasonably clear. Following the decision of all EEC nations to update rationing plans earlier this year, all oil companies in the U.K. were asked to prepare computer runs to enable them to assess exactly what each individual customer took last year and to calculate various levels of cuts (5, 10, 15 and 20 per cent) against this. It will take a few days for these orders to work through fully to all depots and there will be problems of new customers and customers without suppliers.

Industrial output

But, broadly, the industry has been ready to impose the cuts at whatever rate the Government wanted. Its one major worry has been that the Government might not have taken the responsibility for the cuts itself, thus leaving the companies with no other option under their contractual obligations but to cut all their customers evenly on a force majeure basis that would have created wide variations between companies and would have left no flexibility over the problems of essential services.

From the Government's point of view, on the other hand, the options have been less simple. Talks with the Confederation of British Industry, as well as its own surveys, have suggested that an overall cut of around 10 per cent could probably be absorbed without too drastic an impact on industrial output and

employment. Anything more for a reduction in Sunday output, with only the Government able to decide where the priorities of production and expansion lay. Even with an allocation 10 per cent below last year's demand, the ability of industry to absorb cuts is not evenly distributed. There are some who could possibly manage a bigger drop. There are others who, because of the growth in production over the year or the seasonal nature of their trade, could not.

Under these circumstances, the Government's reluctance to go into the unknown administrative problems of general allocation, let alone go further than 10 per cent at this time, are understandable enough. What it has tried to do in the end is to reduce oil demand as far as possible with the least economic impact, cutting deliveries by 10 per cent but allowing exceptions in various vital sectors.

It has neither the staff nor the experience to work out just what the exceptions should be from the start. So it has—without the single exception of public transport—ordered a cut for everybody and then left it to discussions between industries, the oil companies and the Government to organise exemptions and partial exemptions on a "take it as it comes" basis, with a list of priority users.

Petrol stations have been left to pass on the cuts on their deliveries as best they can in the form of reduced opening hours and volume limitations on sales, although the Government has introduced a "self-imposed" speed limit of 50 miles per hour throughout the country coupled with appeals

the economy and industry. Nor will the cuts prevent a further reduction in stocks. The total short-fall in crude oil shipments to the U.K. next month is expected to be about 15-20 per cent, so the gap will still have to be made up from storage. What the action does do is stabilise the situation in part, at least, and give the Government breathing space in which to decide what to do next. How much breathing space the Government has depends on a number of outside circumstances—the possibilities of an end to the industrial troubles in coal and electricity generation, which could bring some added flexibility to the energy pattern; an improvement in the refinery position of the country, which may be affecting as much as 400,000 barrels per day, or 20 per cent of U.K. output; an end to the production cut-backs in the Middle East, now amounting to some 30 per cent against November expectations; and, finally but not least, the unpredictability of winter weather.

Unless a full restoration of Arab production is instituted within the next month or so, and this looks most unlikely at this stage—then it is difficult to foresee any dramatic relaxation of the current restrictions on demand. An end to the industrial disputes in the fuel industries and an easing of the refinery problems would, however, create a little more margin for error and might enable the Government to continue until the beginning of next year without increasing the general level of restriction on oil deliveries.

The whole discussion about the oil position as far as affects the U.K. also ignores the wider implications of the Arab oil embargo and the problems which are emerging the same time. If the level of production cut-backs in the Middle East are now beginning to have their impact on the economic growth of the U.I. then this is far more true of countries like Japan, the U. and Germany. However much Europe may be exempted from further cuts, it cannot fail to be involved in any economic recession caused by the oil situation in other nations. This last and the longer term question of the future cost and availability of oil can be tackled in its context with the other consuming areas of the world.

Refinery problems

What it could, and may well, do in the meantime, is to tune the allocations system more precisely by relieving the cuts substantially where they affect actual processing and production and perhaps increasing them where they affect less essential usages such as space heating and private motoring.

Whether the Government will go to the next stage of cuts—including petrol rationing—after that is very much a matter of conjecture. In part, it depends on the Cabinet's policy towards oil stocks. From the industry's standpoint, the smaller the run-down the better. Most oil companies work on a "minimum operating level" of about 40 days' supplies in storage and dislike intensely going below 50 days. This leaves the country at an over-reliance on 70 days' stocks now with much. The possibility certainly exists that the Arabs may be given the fact that reserves will continue to be used to meet the full short-fall in supplies, even allowing for a 10 per cent reduction in demand, many oil companies might well feel that more severe action will be required by early next year if a dangerous level is not to be reached on certain products like petrol and fuel oil.

In the view of the it or not

MEN AND MATTERS

The other Pergamon writ

"It's rather like having one's leg amputated and then the doctors saying 'We didn't really mean to do that,'" said Michael Pickard, deputy chairman of British Printing Corporation, about the remarks about him in the Pergamon report. Pickard had been much criticised in the first Pergamon report, published in June 1971, particularly over his part in a "battle" between Caxton and Pergamon in South Africa and the paying of the first dividend by International Learning Systems.

Now the Inspectors have revised their opinion of Pickard, concluding in a separate chapter of the report devoted to him that, "We feel that our first Hardie, chairman of BPC, and report was more critical of Mr. Pickard in regard to the first point (the dividend payment) than was justified in the light of our present knowledge of Mr. Pickard's business methods, his dominating personality and not from an intention to mislead, and that more was read into paragraph 23 (about South Africa) by some of those who commented on the report than was justified in the light of what we actually wrote in paragraph 23."

At the time the first report was published, BPC strongly repudiated the allegations against the first Hardie and the BPC Pickard. He kept his job with the company despite some shareholders' criticisms at the annual meeting a week later. But few would contend Pickard's view that the report was the "catalyst" for his losing his Board job at Trust Houses Forte; and that departure, you may remember, was a vital point in the battle for control between the Fort-Crowther factions. In performed in Council by the King Gustav Adolf of Sweden, Cecil W. Robinson, who has been Consul for Sweden in

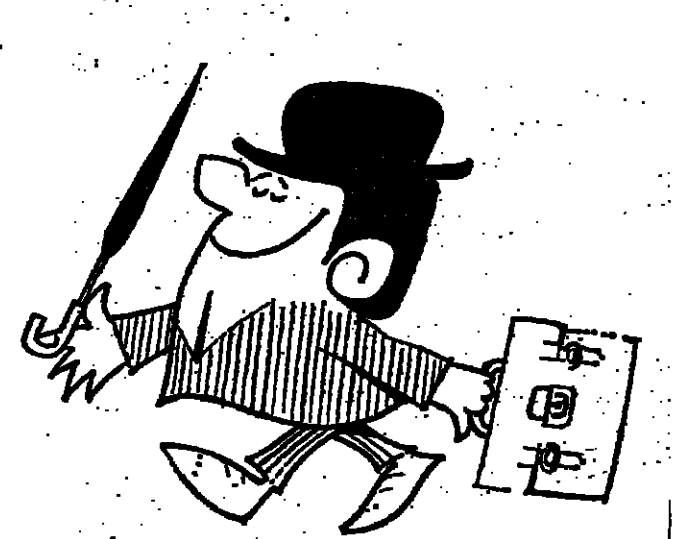
Freudian

The City's aldermen yesterday decided that Mrs. Edwina Coven, though elected for the Dowgate ward last month, was not a "fit and proper" person to become the first woman member of their all male group. Explaining how this could happen, the Evening News reported that, despite the election, the final decision went by tradition to "the 800-year-old City council aldermen."

All Greek

It was in the midst of his negotiations for the joint managing directorship of Greek Island

Let Scicon do the sums



Actuaries, registrars, stockbrokers and fund managers are beginning to find that Scicon has a real contribution to make to the numbers game.

It helps when you have packages that fit and people who can make them work, as well as one of the largest European computer bureaux, a stone's throw from Moorgate Tube Station.

But most of all, it is the experience that counts. Try the quality of Scicon's thinking.

Scicon
Sanderson House.
49-57 Berners Street London W.1.
Telephone: 01-580 5599.
Scicon—A member of the BP Group of Companies

Jamaica

A time for firm leadership

JOHN LEECH

A refreshing extent to free comment is permitted in Jamaica. It was demonstrated recently in a television street interview on the performance in the two political parties. A 15-year-old boy is reported to have said of Mr. Hugh Shearer's former ruling Jamaica Labour Party: "They thieve too much." And of Mr. Michael Manley's current People's National Party administration: "They talk too much."

The PNP swept the JLP out of office on a reformist landslide in February, 1972. One of its first actions was to institute a commission of inquiry into allegations of corruption in the previous Government and, as a result, the first of an expected series of trials of former officials just begun. But Mr. Manley's administration is itself criticised for promising more than it has thus far shown in performance.

Popular viewpoint

It is a pithy observation, then, that it may do full justice to the party, does serve to unite the level of political consciousness of the Jamaican people. It also succinctly assesses the popular viewpoint 20 months after Mr. Manley took office. Further point to the remark by the fact that Mr. Manley, possessing as he does, much of his father's charisma, did not state in his campaign to win the Rastafarian language, using that he would wield the rod of correction "in the interests of the island's future."

The present political atmosphere in Jamaica cannot be interpreted as a victory to Mr. Manley's personal assessment that Jamaicans have a natural gift for democracy which is therefore

too well rooted to be endangered. Yet there is a growing impression in Jamaica which is alarming the entrenched indigenous middle class in inverse proportion to the encouragement it is offering to more radical elements. This is to the effect that worsening economic conditions, exacerbated by imported inflation, are leaving Mr. Manley less and less time to prove that a popular reformist administration, operating within the limits of a relatively laissez-faire system, can adequately improve the lot of the many men in the street and the few who are left in the cane field.

In a land where the example of next-door Cuba dominates conservative thinking, the new administration has done little to improve the morale of the business community. Its declared intention is to identify Jamaica with the Third World, replacing its present supplicant status in relation to western capital with a prouder and more self-reliant posture. To the middle-class Jamaican the Third World begins a long way away, somewhere across the Atlantic in Africa, and not as Mr. Manley would have it, right at the front door in the squalid hovels of Western Kingston and on the adjacent, often poorer, islands of Caribbean brotherhood.

Thus Mr. Manley's recent offers of assistance to freedom fighters in southern Africa, his elevation of the Cuban mission from consular to ambassadorial status, his acceptance of a ride to the Algiers Non-Aligned Summit in Fidel Castro's jet, and the opening of relations with Peking, are all cited by affluent Jamaicans as evidence of a dangerous swing to the left.

While this is almost certainly going too far, the fact remains that these actions, coupled with

BASIC STATISTICS

Area 4,411 square miles
Population 2.2m.
GDP \$71,158m.
Per capita \$32.15m.
TRADE (1972):
Imports \$7403m.
Exports \$7303m.
Imports from U.K. \$415m.
Exports to U.K. \$38.7m.
TRADE (1973):
Imports from U.K. (to end-June) \$20.7m.
Exports to U.K. (to end-June) \$25.7m.
Currency—Jamaican Dollar.
£1 = \$32.17.



Prime Minister Michael Manley

lingering doubts (to put it no higher) about the handling of the chronic balance of payments and budgetary deficit problems, have led to a loss of confidence for Mr. Manley's humanism within the powerful middle-class minority. At the very least, they are withholding an element pulling this way and that within his party, though its enthusiasm is somewhat tempered by memories of the storm of public abuse under which an earlier launch in 1962 into the high seas of public ownership was driven swiftly back to shore.

The general mood of Jamaicans at present is to wait and see, but there are clear indications of a need for real signs of the leadership which Mr. Manley promised. For his part, he seems to be finding some difficulty providing it as the extent of Jamaica's problems and the limitations within which a democracy can operate become progressively clearer to his inexperienced Administration.

The problem is that different sectors of the community cherish expectations which are well above the island's capacity

to fulfil and which are often mutually exclusive. On the one hand, the working and professional classes see a clear need for Mr. Manley's humanism to be augmented by a more decisive application of the corrective rod. Indeed, there is an element pulling this way and that within his party, though its enthusiasm is somewhat tempered by memories of the storm of public abuse under which an earlier launch in 1962 into the high seas of public ownership was driven swiftly back to shore.

On the other hand, both local and foreign private capital investment, which has until recently been one of the major props of the economy has temporarily dried up. (Only in part because the bauxite expansion programme has been concluded), so that it is necessary to retain the confidence of backers of projects already in the pipeline as well as to attract new enterprise.

Thus the immediate concern of Jamaicans as a whole is that it is only now, after almost two years in office, that the Government seems to be concluding its evaluation of the problems and the limitations of the courses open to it.

Labour force

It is a truism of the Jamaican political scene that no new administration can come to power with a platform markedly different from that of its predecessor. This is in large measure because political power has been traditionally menegrove-rooted in the organised urban and rural labour force.

Both parties grew in tandem with the major labour unions. The JLP was developed as the political arm of the Bustamante Industrial Trades Union, which sparked the violent birth of the movement towards internal self-government in 1938. The PNP, originally a party of middle-class

professionals, formed when Mr. Norman Manley broke with Bustamante, rapidly founded the National Workers' Union to develop its own power base. It was with these rival unionist followings that the first election was fought in 1944.

With this background, which has continued unchanged to the present, neither party can be characterised as conservative, but over the long years of power since independence in 1962, the JLP, with its largely rural backing, subscribed increasingly to the principles of laissez-faire capitalism. Such radicalism as emerged formed an uneasy relationship with the Fabianist doctors and lawyers of the PNP, the sharper edges of whose working class memories had been eroded by the rewards of professional success, but who nevertheless had their main power source in the urban workforce.

Each of the major unions is affiliated to its respective political party and provides it both with voting and financial support, a circumstance which overlays customary militancy with a strong element of competitive rivalry in industrial bargaining. But perhaps an equally important factor is that Jamaica's problems are all too readily identifiable and all too familiarly intractable: poverty and overpopulation, lack of education and opportunity, declining agricultural production, rising imports and a growing nationalism made more abrasive by the neo-colonialist suspicions which inevitably surround reliance on foreign investment and affluent white tourism.

Thus there were few courses open to Mr. Manley in his election campaign last year other than to go all-out on a somewhat generalised promise of fast action in the growing present time. Thus at least the

areas of discontent left by the JLP. At best, a traditionally close result had been predicted for the February, 1972, poll. In the event, he was swept to power with the biggest majority in Jamaican history.

Current problems

The size of the victory seems to have been a surprise to the PNP and certainly the new men, especially the less experienced, have given every indication since assuming office that they have been taken aback by the pressures which the size of their victory has placed upon them to make tangible headway in tackling the problems they inherited.

Mr. Manley himself is quick to admit that they were taken somewhat by surprise by the magnitude of the tasks they face and the limitations of the resources with which practical politics provide them. It is arguable whether this may be interpreted to some extent as rationalisation in the light of hindsight. But his excuse that shortage of freelance intellectual power in Jamaica makes it impossible for a party in opposition to pre-analyse the country's problems in depth so as to be properly equipped to swing into concerted action upon taking office, should not be taken at face value.

It is a view that might not, for example, be entirely shared at the Mona campus of the University of the West Indies. But given the turbulent history of this institution since the mid-1960s (recorded more fully in the article on education), it would serve to demonstrate that the PNP remains only too aware that to lie too comfortably in the radical rosette beyond the call of duty at the present time. Thus at least the

darkers fears of the conservatives in Jamaica would seem to be unjustified.

Indeed, one of the main criticisms levelled at Mr. Manley's administration is that so far it has tried to be all things to all men, so that the sincerity of its intention to make a "massive assault" on the domestic problems has been qualified in many eyes by an unsureness of touch. This has resulted in nervousness on the right, disappointment on the left and general dissatisfaction in the broad mass of the centre. A recent by-election in St. Anne's, however, demonstrated that there is no disaffection yet.

Mr. Manley has now set the April budget next year as the target date by which his programmes will be fully planned and presented to the public. He freely admits that inexperience has cost his administration a valuable year. But he says, "the thrust" (a popular PNP word) "will come from then."

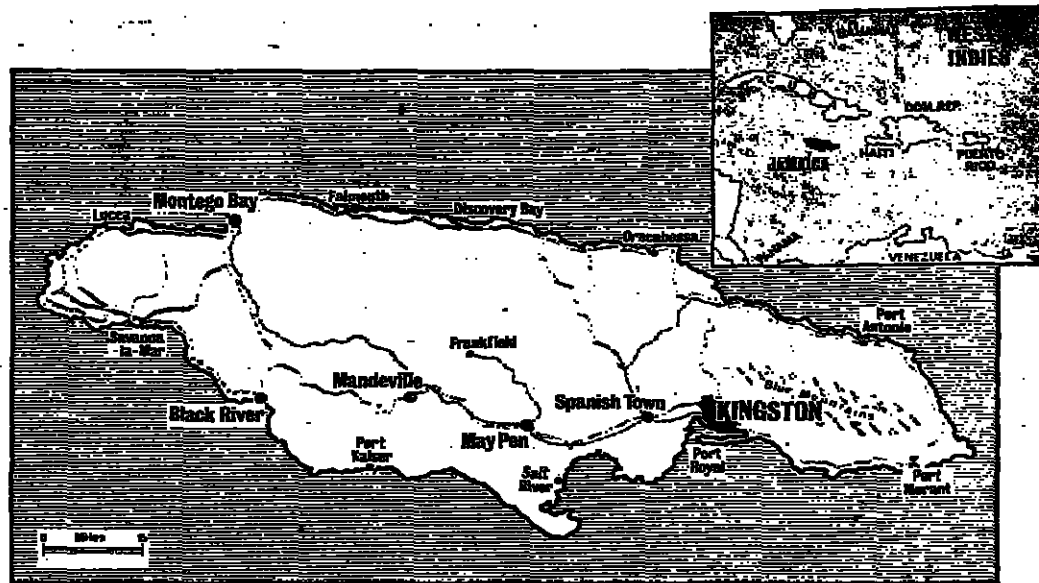
Enough time

And he clearly believes that this will give him enough time before the run-up to the next election in 1975 or 1976 to put Jamaica firmly on the path to popular reform and simultaneously to revitalise both local and foreign development resources.

But time may prove to be the most scarce of the resources at his disposal. Certainly, the current situation in Jamaica can give him little cause for complacency. Apart from some arbitrary (and, some observers would say, impetuous and costly) decisions such as introduction of free education, pay rises of up to 50 per cent for the civil servants, police and

Continued on next page

JPK 101550



DISCOVER JAMAICA

Oil Discovers Jamaica

It was only a question of time.

Since we became our own country on the sixth of August, 1962, we've been discovered so many times, by so many different industries, that Jamaica is no longer the same old country.

The new \$350,000,000 oil refinery complex now under construction is launching a dramatic new phase in our industrial development.

This new facility is a joint venture between the Government and the Moratti Group of Milan.

And will provide a new base for petrochemical industries, as well as the power necessary to fuel other industrial expansion.

In 1976 it will be turning out 250,000 barrels a day. And double that, ultimately. Jamaica has become one of the fastest developing new countries in the world with an annual GNP growth rate of over 8%.

Because of our geographical situation, Jamaica is the major manufacturing and distribution centre in the region.

Within the world's seventh largest natural harbour, the Port of Kingston is currently

being expanded to include a 178-acre, \$35 million transshipment facility to serve the entire Caribbean as well as Central and South America.

We also have a large available work force, quick to absorb the technical skills needed in the Seventies. And learning more quickly all the time.

If you look about, you'll discover there are more than 1,400 factories in our industrial complex, manufacturing everything from glass and tyres to processed food and sophisticated electronic equipment.

And we've played a large part in helping many of these firms get started here. With advice, assistance, facilities, incentive schemes and productivity programmes.

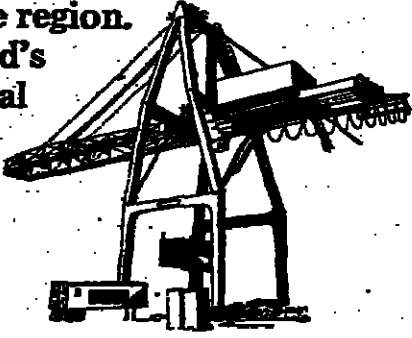
If you would like to relax, and get down to business in one of the world's most favourable business climates, come and discover Jamaica.

We'll do everything we can to bring us together.

DISCOVER JAMAICA.
LET'S RELAX AND GET
DOWN TO BUSINESS.

Jamaica
Industrial
Development
Corporation

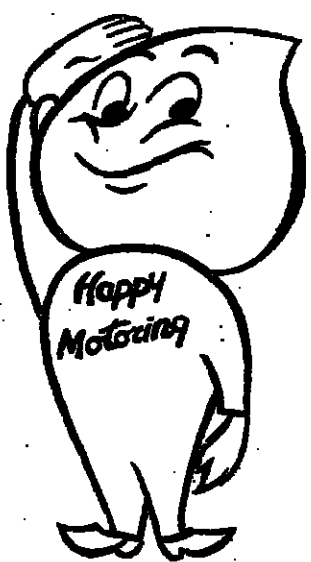
KEEPS JAMAICA HUMMING
200 Park Avenue, New York, N.Y. 10017
6-10 Bruton Street, London W.1
4 Winchester Road, Kingston, Jamaica.





SALUTES THE GOVERNMENT AND PEOPLE OF JAMAICA

AND IS PLEASED
TO PLAY AN
ACTIVE PART
IN THE CONTINUING
DEVELOPMENT OF
THIS
GREAT
NATION



ESSO STANDARD OIL S.A., LTD.

A LIMITED LIABILITY COMPANY INCORPORATED IN THE BAHAMAS
P.O. Box 244, KINGSTON, JAMAICA

FAST TURNAROUNDS • BUNKERING • COLD STORAGE • WAREHOUSING • TRANSHIPMENT • WATERING

JOIN THE TREND NOW

FOR FASTEST TURNAROUND USE
OUR MODERN PORT FACILITIES,
INCLUDING ROLL ON/ROLL OFF

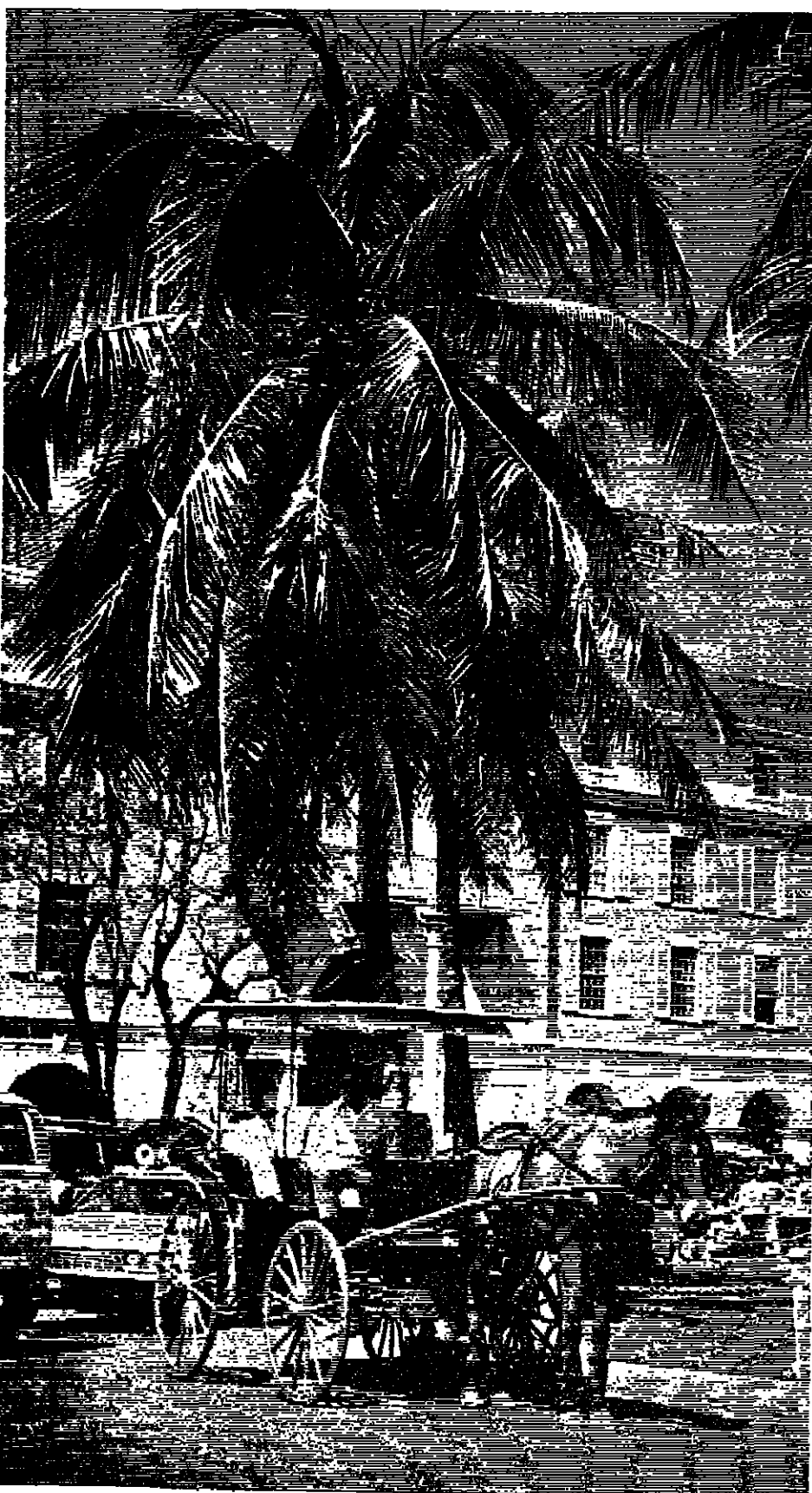


Western Terminals LTD.

Kingston's Finest deep water Cargo and Passenger Docks

Postal Address:
P.O. BOX 515
KINGSTON
JAMAICA...
CABLES TO
"WESTPORT"
KINGSTON JCA"

One good idea led to another. A good idea in Canada led us to the Caribbean.

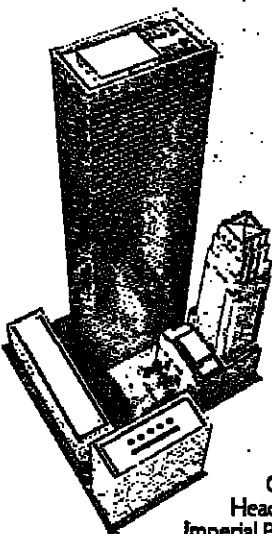


Over 100 years ago, we saw Canada's need for financial backing to develop her rich natural resources. That was our first good idea. It led to other good ideas in the Caribbean and in many other places in the world: Good ideas about trade, investment and international financing. Today we have over 1500 branches from the Atlantic to the Pacific and offices in Australia, Europe, Japan, London and the U.S.A. We are one of the world's largest banks with over \$14 billion in assets.

We have seen a lot of small businesses become big businesses and a lot of good ideas become realities. If you have a good idea, come and talk to us. We know what good ideas can lead to. That's how we became one of the world's largest banks.

For further information write to Dept. UFB, Canadian Imperial Bank of Commerce, P.O. Box 408, 2 Lombard Street, London EC3P3EU or our head office - Commerce Court, Toronto M5L 1A2, Canada.

CANADIAN IMPERIAL BANK OF COMMERCE



Commerce Court - Head office of Canadian Imperial Bank of Commerce.

JAMAICA II

The fight against inflation

By JOHN BRADLEY, Jamaica Correspondent

Since independence Jamaica's economy has shown impressive gains as measured by gross domestic product. Between 1963 and 1972 GDP rose by over 100 per cent from \$3510m to \$11.158m. Per capita income growth was some 70 per cent to \$3515m. This is not a bad increase considering that Jamaica has a very high birth rate of 3.4 per cent.

In 1972, during the same period, the manufacturing sector doubled its output and the mining sector tripled; agriculture, however, increased by slightly over 50 per cent, which reflects one of the most disappointing aspects of Jamaica's economic development. The rapid overall growth rate has been achieved as the result of economic and social stability and heavy budgetary expenditure. Foreign investment has played an important role, particularly in the expansion of bauxite and alumina production. As a result of ten-year tax holidays and restrictions on imports of competing goods, numerous factories have been set up. More recently the advent of the Caribbean Free Trade Association, which has now become the Caribbean Common Market, has provided even greater stimulus to the manufacturing sector. The common market provides duty-free treatment on most manufactured goods originating within the region and will eventually include a common external tariff.

Although the private sector has been the basis of the country's economic development, the level of activity still has not been sufficient to make any significant contribution towards solving the unemployment situation which is considered as the nation's main problem. For instance, Government statistics show that in October 1969 the unemployment rate was 17.2 per cent. By April 1972 this had risen to 23.2 per cent.

Both the previous and the present Governments spent heavily to supplement expenditure and investment by the private sector. In 1972 Government expenditure in the fiscal year was estimated at some 31 per cent of GNP compared with 25.6 per cent in 1969. The cost of such heavy expenditure has been a large increase in the national debt.

One of the major problem areas has been that of the balance of payments. This deficit amounted to a record \$1160.7m in 1972. One of the reasons for the deficit is the heavy imports of capital goods for expansion of production. However, imports of consumer goods continue to increase alarmingly.

While imports have been increasing, exports have shown a very poor performance. For instance, in 1972 imports increased by 7.3 per cent while exports fell by 5.8 per cent. Bauxite and alumina accounted for some 65 per cent of total

exports in 1972. The traditional export crops have performed very badly. It should be noted that exports to Carifta increased impressively from \$7.8m in 1969 to \$17.1m in 1972. These are mainly manufactured goods.

Although Jamaica traditionally has a deficit on the current account of the balance of payments, capital inflows from the private sector and Government overseas borrowing have been sufficient to cover the deficit and produce a surplus in foreign exchange reserves. At the end of 1972 these stood at \$1101.2m.

The heavy inflow of foreign capital has tended to cover up a fundamental problem of the Jamaica economy: that consumption is much higher than the country can afford. Throughout the 1960s there was heavy foreign investment in bauxite and alumina, and to a lesser extent in tourism and manufacturing. There was a substantial increase in consumption which was met with an increase in imports rather than in local production. However, in 1972 the expansion of the bauxite and alumina industries began to come to an end as projects were completed. Whereas in 1971 foreign investment in this sector amounted to \$396m, by 1972 it had decreased to \$454m. The result was a substantial reduction in foreign capital inflows in 1972, but consumption continued at the previous high level. Consequently the Government found itself with rapidly

declining foreign exchange reserves. In January 1972, the reserves were \$7138.4m and by October they had dropped to \$388.4m. Because of this situation steps were taken in October to cut back on consumption and to reduce the outflow of foreign exchange. Ceilings were placed on total commercial bank lending and particularly on lending to finance the imports of consumer goods. Import quotas were tightened and the administration of the exchange control law was also tightened in order to ensure that foreign assets were not siphoned off and kept outside the country, although the private sector complained that the credit restrictions were affecting the productive sectors.

The Government is now faced with a new situation. The 6.5 per cent devaluation in February plus sharply rising prices of imported goods have pressured prices. At the same time labour unions have demanded higher wages. Of special importance was an increase of some 50 per cent in wages paid in the bauxite sector earlier this year.

Due to budgetary commitments the Government found it impossible to continue with subsidies on most basic food items, and almost all of these were withdrawn in August. The result has been very large increases in food prices. There is no indication that unions will let up on their demands, and considerable production has been lost as the result of strikes.

Many of the current problems have been attributed to the present Government. However, it would be unfair not to realise that the previous Government failed to prevent some of the situations in which the present Government has found itself. For instance it was known that the investment in bauxite and alumina would decline, yet little effort was made to attract new investment to take its place or to warn the people that consumption would have to be cut. Before the elections in February, 1971, the previous Government had kept very tight controls on prices, and the lid had to fly off sometime.

The new Government has announced its firm decision to solve the unemployment problem, but observers feel

that it may take many decades before significant strides are made in this direction. At least more interest is being shown in agriculture and firm steps are being taken to increase production and reduce dependence on imports. At the same time agriculture is a large employer of labour, and by putting emphasis on this sector the Government may be able to go a long way towards solving two of its major problems.

But one of the major problems facing the Government is that of getting additional foreign investment to take the place of the decline in investment in bauxite and alumina, since it will not for long be able to fill the gap with budget deficits. It appears that funds are getting very tight and the Government may have a hard time keeping within its financial year. A number of announcements of prospective investments have already been made, among which are the multi-million dollar oil refinery and the trans-shipment port facilities in Kingston. Steps will also have to be taken to build up private sector confidence in government policies. There has been a certain amount of apprehension about Government policy due to misinterpretations about the direction economic development will take. The Government has indicated that it wants to participate more in the private sector, and in several cases, such as the cement factory, has actually become part owner. This has been interpreted by some as meaning that the Government plans to change the pattern of ownership in the country, and some investors have been hesitant to invest. Prime Minister Manley, however, has assured everyone that Government is strongly in favour of private enterprise. The first change of Government after independence must cause some uncertainty. The previous Government was not able to solve the nation's problem, although much was accomplished. Therefore it is felt that the new Government should be given a chance to see what it can do before it is too severely criticised.

CONTINUED FROM PREVIOUS PAGE

Crisis of confidence

army, and the curbing of luxury imports, Jamaica still awaits co-ordinated action on the problem areas, most of which are still "under study."

And in some ways, the Government seems to have unnecessarily courted a certain amount of unpopularity by closing down the national lottery and cutting food subsidies by \$1m a month.

Inflation is estimated currently to be running at 20 per cent annually and while much of this can be traced to the effects of the general rise in world prices, local dissatisfaction, manifested in serious industrial unrest, also play a large part. A measure of the seriousness of this problem is the long series of 30-40 per cent pay rises which have been awarded to mollify angry workers.

Shortages of consumer goods, some caused by local industrial action, others by rising prices and restriction of imports, are

bringing discontent. A local columnist recently celebrated the situation thus: "The island problem where the rum comes from has now triumphantly managed to achieve a rum shortage, a feat of virtuosity not even exceeded by our successful attempts at a shortage of sugar. We are now seriously short of the following: rum, sugar, bully beef, bread, vegetables, electricity, telephones, soap, cooking oil, margarine and, last but not least, intelligence and money."

More fundamentally, perhaps, the Government is under withering fire from the opposition, which suspects that it is running down the country's reserves and causing a crisis of confidence overseas, which is drying up loan funds needed to meet the Budget deficit. And while the administration appeared to get the better of recent public exchanges on the subject, business opinion remains convinced that the true financial position will be shown to have worsened by the time it can be properly assessed in next April's budget.

Main objective

Mr. Manley quite rightly sees the Government's main economic objective as the obtaining of an improvement in Jamaica's terms of trade and plans vigorous efforts in this regard. But this is at best a long-term prospect, as every other leader of a primary producing country knows, and in the meantime Jamaica's basic problems will not go away by themselves.

The Government has taken the orthodox line in calling for increased agricultural production as the best hope for a sustained turnaround in the economy. But the basic requirement for this would be a land reform programme that few Jamaicans would be able to stomach and which would probably further frighten foreign capital. It would also require erasure of the historical stigma attached to field labour, particularly in the sugar industry, and call for an equally unlikely level of co-operative spirit among the multitude of smallholders.

In the meantime, there is controversy over the Government's estimates of revenue, particularly in respect of a new property and land tax. The Government admits that an administrative blunder has resulted in a slowing down of receipts from this imposition, but refuses suggestions that deratations and exceptions which this error has caused will be a markedly reduce the total intake. At the same time, recurrent expenditure has been sharply boosted, first by a \$35m. crash employment programme (which had little effect), by the decision to introduce free schooling from next year and by the heavy round of pay increases in the public service.

Many in this sector, in particular civil servants, had not had an increase for five years at the time the PNP took office, and the party admits to finding the service, as a result, moody and lethargic. A rapid improvement in this situation was thus vital for the Government to be able to tackle the more immediate of the country's problems in the inter-related areas of employment, education, crime and the tourist industry.

Unemployment is still running at between 20 and 30 per cent of the workforce, and the unskilled continue to pour into Kingston from the rural areas with little hope of a job or a sparing the rod may not be the home. This is the economic only way to spoil the child.

root of Jamaica's serious crime wave, which persists despite draconian new laws introduced by the PNP Government. There are signs that local crime is becoming more organised and more closely allied to the ganja (marijuana) traffic to the U.S. (Ganja traffickers are finding it is often more profitable to be paid for their pot with guns rather than cash. A gun, after all, can be used to hold up a bank or a store. A recent trend lending credence to higher organisational methods has been the increasing number of murders of witnesses.) Gratuitous ignition of looted premises is now a common indicator of the bitterness of many who are forced into crime.

Tourism is Jamaica's biggest money spinner after bauxite and alumina, and while the number of tourists continues to increase, the rate of increase is falling. Some of the blame for this is put at the door of Jamaica's criminals, but a contributory factor is loss of repeat business in reaction to evidence of the natural resentment which the uninhibited display of great wealth arouses in poor islanders. The Government recognises this and has instituted a programme to educate both Jamaicans and their visitors towards a better relationship. Its success is important, not only because of the falling revenue projections from this important source, but because a programme to encourage hotel building is now coming to fruition with a resultant reduction in bed occupancy rates. Since most of the hotel industry is foreign-owned, Jamaicans not only fear the loss of revenue that this entails but also that it will be cited as one more example to potential investors in other fields of how performance can fail to match promise as a result of unpredictable local social factors.

Oil refinery

The importance of maintaining the reliance the country is placing for a resurgence of industrial capital investment on the project for construction of a major oil refinery launched by the previous administration. The project is described in detail in another article in this survey, but it is intended to be the magnet which will attract a variety of new industries in the aluminium and petrochemical fields especially.

To sum up, Jamaica in its 11th year of independence is a country beset with serious problems of a character not unfamiliar in the underdeveloped nations. Fundamentally, the solutions lie within its own grasp. It must find a way (which it hardly needs saying, has eluded most other similar states) to revive its agriculture to provide more food and work for its people and improve its export figures. To do this, of course, it needs a more sympathetic attitude from its developed trading partners. But in this endeavour it is shackled most heavily by historical stigmas.

In the meantime, external factors are sharpening the cutting edge of domestic dissatisfaction. Mr. Manley reposes great hope in the dynamism of the ordinary Jamaican, and that this exists cannot be denied. But the achievements he seeks and urgently needs will not come without brave and decisive leadership. His dilemma is that with little hope of a job or a sparing the rod may not be the home. This is the economic only way to spoil the child.

Caribbean Business News

KEEP IN TOUCH WITH BUSINESS IN THE CARIBBEAN

Caribbean Business News is directed to and read by 118,000 businessmen and Government leaders in 29 Caribbean countries. Because it speaks with authority, C.B.N. can give you news and information in depth on this important market.

Send in your subscription now
12 months £5.00

to: Subscription Department

CARIBBEAN BUSINESS NEWS

1255 Yonge Street, Toronto,
Ontario, Canada M4W 213

For blow-moulding of plastic containers, extruders of industrial tubing and garden hose—

Contact: Togar Plastics Ltd.

Factory: Eleven Miles, Bull Bay. Tel: 92-87424
Office: 51A, Church St., Kingston. Tel: 92-23621.

Ideal for the Tourist and Business man.

THE WEST INDIES AND CARIBBEAN YEAR BOOK 1973 EDITION.

Price £6.40 (post paid)



As well as Jamaica, this Year Book covers the islands of the West Indies, the Bahamas and the countries of Central and South America with a Caribbean seaboard. It contains a separate section for each territory in which details are given of government, public and social services, public utilities, communications, natural resources, industries, finance, trade and commerce, together with travel and tourist information and a classified directory of business firms in that particular territory.

There are also sections covering ports, shipping and air services and a directory of firms exporting to these territories. Each volume contains a specially prepared map, in colours, of the area and a gazetteer.

To: Thomas Skinner Directories
R.A.C. House, Lindemore Road, CROYDON CR9 2HE

Please send me _____ copies of the West Indies and Caribbean Year Book £6.40 (post paid)

I enclose a cheque for £.....

Name

Address

A division of IPC Business Press Information Services Ltd.
Neville House, Eden Street, Kingston-on-Tandem, Surrey, Surrey, Surrey
(Registered Office). Registered in England, No. 643674.

JAMAICA III

Slow progress on the farm

JOHN BRADLEY

all the efforts which have been made to develop Jamaica's economy, those which produced the least results have been in the agricultural sector.

Perhaps the main reason is successive governments have failed to take a completely long-term view of the basic problems to formulate plans involving fundamental changes where necessary. In most cases, governments have waited for a crisis to develop before looking for a solution, and then the solution has only been for that crisis.

The fact is that agriculture has been looked upon as one of the undesirable forms of economic activity by the average Jamaican. Much more prestige is attached to factory and office work and each year thousands of young people migrate to the areas looking for these which do not exist in the rural areas.

Just how the younger generation feels about agriculture and rural life can be seen from the fact that those who are attracted to the urban centres cannot find jobs and refuse to go to the country, with the result that slum areas and the crime in the cities are growing.

Those travelling through the countryside realise that one of the exodus is the of infrastructure and social facilities. There are still many areas which are without electricity and most are being worked by men 45 years of age. The reason that the young people are leaving the land, and unless this is stopped the agricultural problem will become even more serious.

Statistics show that between 1963 and 1972, the contribution of agriculture to GDP increased from 13.6 per cent. to 15.1 per cent. During the same period, the total GDP increased by over 100 per cent. Manufacturing by 110 per cent. Mining by 200 per cent. This clearly shows that attempts to increase production have been unsuccessful.

breakdown of production shows that, in the same period, value of agricultural production for export actually declined from \$54.6m. to \$37.7m. This is a decline of 31 per cent. These imports in 1972

and bananas. Production for domestic consumption increased by 50 per cent. from \$18.2m. to \$27.6m.; and livestock by 75 per cent. from \$8.8m. to \$15.6m. The performance of export agriculture as demonstrated by the figures has been poor in spite of the existence of guaranteed markets. Only recently the sugar quota to the U.S. was cut drastically because Jamaica and the West Indies have been unable to meet their quota during the past two years. Jamaica's sugar production over the past five years has averaged 366,000 tons, compared with 477,000 tons in the five previous years. Since 1970, Jamaica has not been able to ship a single ton of sugar to the Canadian market. Granted the Canadian market is not as lucrative as the British and American markets, but the price paid is the world market price, plus a Commonwealth preference.

Banana industry

The performance of the banana industry has been similar to that of sugar. The British Government has allowed Jamaica and the Windward Islands to rationalise the market for bananas in order to maintain a remunerative price for both. It is estimated that Jamaica could sell some 200,000 tons a year in the British market at remunerative prices. Figures show that exports last year totalled 127,000 tons, which represents a drop from the 153,000 tons in 1968. In other words, in spite of efforts to increase production, there has actually been a substantial decrease. Even if production is increased, it may be that shipments will not rise much because the rapid increase in the cost of living in Jamaica is making people turn more and more to the consumption of locally-produced bananas to ease dependence on highly-priced imported goods.

The poor performance of production for domestic consumption has occurred, like export agriculture, in the face of lucrative markets. Import statistics indicate that, while domestic agricultural production increased by only 50 per cent. between 1963 and 1972, food imports increased by over 100 per cent. These imports in 1972

totalled \$71.3m., while domestic production, including live-stock and fishing, totalled \$27.6m. It should also be pointed out that there exist large overseas markets for fruit and vegetables, especially among the thousands of Jamaicans resident in the U.K., the U.S. and Canada.

There are many reasons why the agricultural sector has not performed as well as the rest of the economy. For one thing, farms are too small and the methods of cultivation have been handed down for generations. The "Census of Agriculture," 1968-69, shows that there were a total of 193,359 farms throughout the island with a total of 1.5m. acres. Of this total, a number of farms, some 52,796, were less than one acre in size, and 93,861 between one and five acres. These farms are usually too small to produce on an efficient scale. In many instances it is a sheer impossibility to reach the farmers with information about crops and methods of production. This is one of the problems confronting the banana industry where there are 12,929 farms from one to under five acres. For years the Jamaica Banana Board has been trying to increase productivity; however, yield is only about an average of 11 tons per acre, compared with 15 tons in some of the Central American banana producing countries.

Another major problem is the scarcity of labour. It is difficult to understand how, in a country with upwards of 22 per cent. unemployment, there could be a shortage of labour. However, as was pointed out before, agriculture is considered as a very undesirable means of earning a living. Factors which have held back production for domestic consumption are the lack of adequate storing facilities and the difficulty in getting produce to the market. The Agricultural Marketing Corporation has been set up to help in distribution and in some cases to offer minimum prices. However, the Corporation has to deal with a very large number of small farmers who will flood the Corporation with produce when the guaranteed price is higher than the average market price, but who will sell their products directly when the market price is higher.

Statistics, however, show that the AMC is steadily increasing the total volume of purchases over the years, and is becoming a more important force in the agricultural sector.

Of increasing importance is the cattle industry. Many sugar growers have turned their land into pasture, and the production of cattle has increased in the past decade. Some cattle raisers say there is no more money to be made than in sugar, but that there is less problem with labour and with disposing of production. An American entrepreneur, Mr. John Connolly, is undertaking a very large livestock development in the

western section of the island. It has already been announced that shares will be sold to the public. Perhaps this will create more interest in the agricultural sector.

In all fairness, it should be pointed out that good land is scarce in Jamaica, and a great deal of acreage has been purchased by foreigners and locals with a view to speculation. The previous Government set up a Land Utilisation Commission to look into these land holdings and to force the owners to put it into production or sell to the Government. The present Government has increased land taxes with a view to enforcing

better use of the land. Some months ago the Prime Minister announced that the Government intended to tax heavily those who are not using their land fully or not using it at all.

The present Government seems to be more committed to agricultural development than the previous one, and much more emphasis has been placed on this sector. Most exciting is the Government's project GROW (Growing and Reaping our Wealth) initiated last year with the aim of increasing food production and a wider distribution of the opportunity of access to land among farmers. There are short and long-term objectives: project Land Lease seeks to achieve a rapid increase in food production by providing small farmers in need of more land with supplemental tenancies. Land is leased by Government from private land owners for a minimum period of five years and re-leased to farmers in lots of one to five acres. Credits in the form of services and materials are made available to the farmers. For the long-term, there are project

Food Farms and project Self Help. Under the former, the Government plans to produce a wide range of crops on some 50,000 acres on 18 properties scattered over the island during a period of three years. Project Self Help is the continuation of the Self-Supporting Farmer's Development Programme started by the previous Government. Loan assistance amounting to some \$15m. will be made to farmers over the next five years.

Obviously it is too soon to judge the success of these three projects, especially since the main reaping season for domestic food crops occurs about now. However, it has been reported that some 5,200 tons of domestic food crops are expected from the 1,770 acres of land which have been put into cultivation under project Land Lease. New land is being planted at the rate of 60 acres per week. Therefore, it would seem that progress is being made. At least this is the first real attempt in Jamaica to get to grips with the situation. What is needed now is the same kind of determination in export agriculture.

tries will only incur larger losses, with the exception of sugar sales to the U.S. In order to keep the sugar industry from almost total collapse, Prime Minister Manley announced a few days ago that the Government would guarantee \$115 a ton for sugar produced in the 1974 crop. At the same time, the Government is working closely with the sugar industry to increase production from the average of 366,000 tons yearly during the past five years to 450,000 tons.

Labour shortages
But remunerative prices is only one aspect of the export crop situation. Without exception, planting and harvesting are hampered by labour shortages. Because of low wages and a general atmosphere of animosity towards agriculture, Jamaican workers tend to drift away from this type of employment. In the case of sugar, the introduction of mechanisation in reaping and loading has resulted in excess quantities of extraneous matter from the fields, such as wood, stones, etc., resulting in higher costs and machinery damage.

In order to exercise more control over the industry, a "super sugar manufacturing company," the Jamaica Sugar Manufacturing Corporation, in which all sugar producers are shareholders, was formed earlier this year. The Government is currently formulating a five-year rehabilitation programme based on a study made by Sir Arthur Lewis and a team of sugar experts. It also appears that Jamaica looking into the possibility of learning techniques from Cuba.

In the banana industry, ambitious plans to increase efficiency and production have been announced. Earlier this year, the Jamaica Banana Board initiated a four-part development programme which includes fertiliser application, nematode and borer control, replanting of run-down fields, and new plantings zoned for banana production. There is also a citrus expansion scheme which brings in producers as small as one acre.

The question which remains is whether the export agricultural sector will respond to the various Government programmes. It is evident that guaranteed markets and prices have not been the answer, and some observers feel that if Government offers too many subsidies and guarantees in its new programmes, the industry will only grow more inefficient. Yet, it is evident that this Government will try anything to get export production up again. It may be a problem of trial and error, but at least attempts are being made to find solutions.

Export crops decline

By JOHN BRADLEY

Perhaps no other sector of Jamaica's economy has had so much incentive to produce, and yet has performed so badly, as export agriculture.

Between 1963 and 1972, the total value of agricultural exports declined from \$467.4m. to \$364.4m. This decline, amazingly enough, took place in the face of guaranteed markets for two of the island's main export crops: sugar and bananas.

Statistics for the same period show that the value of sugar exports declined from \$346.8m. to \$333.7m. This decline was in spite of the fact that the average price increased from \$108 to \$122.4 per ton. The difference is the result of a decline in exports from 394,213 tons to 275,644 tons. In the case of bananas, the value of exports declined marginally from \$12m. to \$11.9m.; but the volume declined considerably from 174,000 to 127,000 tons. The value of citrus exports also fell from \$36m. to \$34.2m. These three export crops account for approximately 78 per cent. of total agricultural exports.

As already mentioned, these declines took place in spite of ample markets and rising prices. Jamaica has a quota under the Commonwealth Sugar Agreement, the United States Sugar

Act, and can export to the Canadian market at world market prices, plus a Commonwealth preference. In order to help its two major banana suppliers, the British Government has allowed Jamaica and the Windward Islands to rationalise the market and maintain remunerative prices. It is estimated that Jamaica could easily export 200,000 tons of fruit to the British market; yet production has steadily declined and is nowhere near that quantity. Jamaican citrus products receive preferential tariff treatment which represents a real advantage, but production has not been sufficient to allow producers to take advantage of the market.

The inability of Jamaican producers to increase production and supply the traditional markets has created a number of very serious problems, which eventually could have serious effects on employment and income. With the expiration of the Commonwealth Sugar Agreement in 1974, Jamaica, as well as other Commonwealth sugar producers, faces a difficult situation regarding a quota in the European Economic Community. Although the British Government has assured producers that she will look after their interests, there are strong moves in some Commonwealth

countries, such as France, to increase output. For this reason, Jamaica (and the rest of the West Indies) has been desperately trying to make a good showing and fill the British quota. The result is that exports to the U.S. have fallen in the past two years, and the West Indies, of which Jamaica is the largest producer, is faced with severe reductions in the American quota. The U.S. Department of Agriculture recently informed the West Indies that its quota of 220,000 short tons would be reduced to 22,808 tons in 1974, although this was subsequently raised to some 40,000 tons. There have been no exports to Canada in the past three years.

Unable to compete

Jamaica now fears that Commonwealth sugar producers who want a piece of the British market will claim that a reduction in Commonwealth sugar quotas will not damage the economies of regions such as the West Indies because of their inability to fill the American quota.

In the case of bananas, Jamaican producers fear that they will not be able to compete with traditional banana suppliers to the Common Market countries, and that they

could lose a substantial part of the market. In the case of citrus, unless tariff preferences are maintained for Jamaican exports by Britain as a member of the Common Market, Jamaica could lose out to the competition.

One of the major problems with Jamaica's export agriculture is that the various sectors have existed under an umbrella of protection and, as a result, have developed into inefficient and high-cost producers. Some banana producers in Jamaica claim that the industry cannot survive unless the price paid in the British market exceeds \$200 a ton. The average price in 1972 was \$177 per ton. The cost of production of sugar seems to be around \$215 a ton, while the price received in the British market under the Commonwealth Sugar Agreement is around \$122 a ton. If negotiations with the Common Market are successful, Jamaica will probably receive about \$150 per ton, which is still below what producers want. The price presently received in the American market is about \$155 a ton.

Therefore, the reality of the situation is that, according to cost estimates by producers, even if production of sugar and bananas increases, the indus-

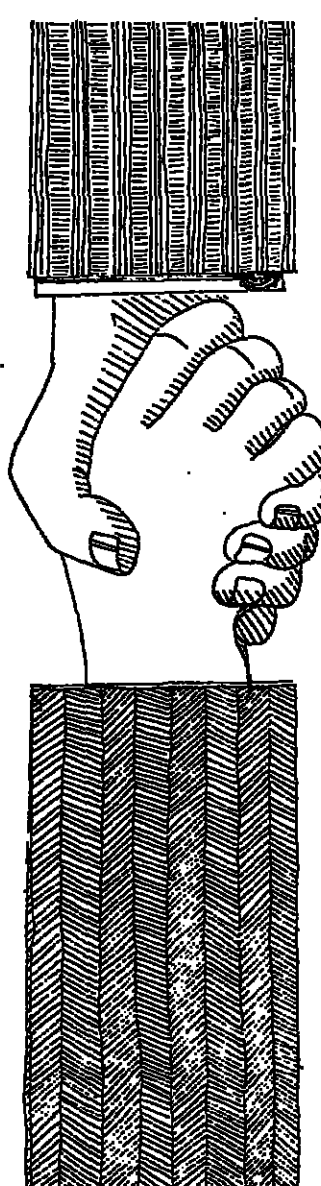
Grace Fine Jamaican Foods

For Tables Around The World



Grace FOR TRADE ENQUIRIES - GRACE, KENNEDY & Co. U.K. LTD., 49 WELLINGTON ST. LONDON W.C.2 TELEPHONE 01-836 8591/4

WHEN WE TALK BUSINESS WE MEAN BUSINESS...



When you're talking business you're talking our language. For years we have been the trusted advisors and friends of businessmen all over Jamaica.

If you're contemplating any kind of business venture, we'll be glad to discuss it with you, advise you, if you wish, assist you in a variety of ways.

Investment opportunities... loans... transfer of funds... these are a few of the many ways in which we can be of help. We provide attractive rates on short-term deposits, offer savings and loan facilities which are both flexible and generous. We also provide a range of convenient services like safe deposit boxes and night deposit wallets.

If you're interested in the local market, we have a wealth of experience to draw on. If you're after CARIFTA business, we have a good working knowledge of the entire area.

When you're playing for keeps, play it safe. So, when you're in Jamaica, visit the Scotia Bank branch nearest you, or come in to see us at our London office—

62-63 Threadneedle Street,
London EC2P 2LS.

Come in and talk to us first... person to person.

SCOTIABANK JAMAICA

The First National Bank of Chicago
(Jamaica) Limited

First Chicago Merchant Bank
(Jamaica) Limited



Full service commercial
and merchant banking
services to meet your
needs in Jamaica.

Our banking facilities include:

- Working capital & medium term financing
- Property development financing
- Export financing
- Leasing
- Euro-currency transactions
- Current & deposit accounts
- Certificates of deposit
- Acceptance & documentary credit
- Foreign exchange

First Chicago has the financial expertise and local knowledge to assist you in Jamaica and around the world through our vast network of branches, subsidiaries and representative offices.

Head Offices: Corner of Duke & Barry Streets, Kingston.
P.O. Box 219.
Telephone: 93-26530
Telex: 2149
Robert R. Yohanan, General Manager

JAMAICA IV

Banking growth in step with economic expansion

By JOHN BRADLEY

Jamaica's banking sector has played a very important role in the economic development of the country. Most observers agree that the continued expansion of the resources and policies of the commercial banks has kept pace with the requirements of the economy, which has been expanding at a very rapid rate since independence.

One favourable factor has been that all the commercial banks, with the exception of the recently established Workers Bank, are in reality branches of large overseas banks. This means that the banks operating in Jamaica had and still have access to the experience and resources of very large international banks. This is one reason why the financial sector has reached the degree of sophistication enjoyed to-day, while this strong connection with the overseas head office has been a definite advantage to the banking sector.

The sector has come in for a great deal of criticism in recent years. Because of this all commercial banks operating in Jamaica have either become Jamaicaised or have announced their decision to do so. In every case shares have been offered to the public, and usually there has been little problem in getting the public to subscribe.

This process of "Jamaicanisation," which began with the island's largest commercial bank, the Bank of Nova Scotia, has been strongly encouraged by the Government and the Bank of Jamaica as a means of bringing the commercial banks more under the control of the monetary authorities and also as a means of answering the criticisms of the more nationalistic elements. To be truthful, however, it must be pointed out that public relations gesture. The governor of the Bank of Jamaica, the Hon. G. Arthur Brown, feels that the Jamaicaisation of the banking sector, which in his words "has continued successfully over the past four years," has demonstrated that such a policy is viable.

Credit facilities

The rapid growth of the banking sector has been on the basis of keen competition and the offering of a never-ending variety of credit facilities and services. A few years ago consumer lending was frowned upon. To-day all banks are in keen competition in this type of business and more efforts are being made to get the business of the man in the street. For instance, personal loans and advances increased from \$351.5m. in December, 1970, to \$387.1m. in June, 1973. At that time this type of loan and advance represented 93 per cent. of the total.

In October, 1972, the Bank of Jamaica, in the face of rapidly declining foreign exchange reserves and rapidly rising imports, placed a ceiling on bank lending for the purchase of imported consumer goods. The keen competition among the commercial banks has perpetuated the system of overdrafts which the Bank of Jamaica does not consider as healthy. Over the years Jamaica's commercial banks have come to use overdrafts instead of term loans. The result is that the businessman has come to consider the

overdraft as almost a permanent loan. The commercial banks often find that they have difficulty in reducing overdraft limits, not only because the business is unable to manage with a lower overdraft but also because competition between banks is so keen that the customer may take his business elsewhere. However, the Bank of Jamaica has decided that the use of the overdraft to finance business transactions must go and it will be replaced by term loans. There is a strong probability that overdraft facilities for individuals will be allowed to continue.

One of the most spectacular developments in the financial sector has been the proliferation of merchant banks and trust companies. The establishment of these institutions was strongly encouraged by the government as a means of providing sources of medium- and long-term financing as well as management services to supplement the role of the commercial banks. It was felt that the merchant banks in particular would be able to underwrite new security issues, promote large investment projects and offer investment management services.

Developments indicate that the merchant banks and trust companies have not performed their traditional functions but instead have gone into competition with the commercial banks. Statistics published on November 6 by the Bank of Jamaica showed that their assets had grown from \$116.7m. in January, 1971, to \$128m. at the end of September, 1973. There was a growth of some

100 per cent. between September, 1972, and September, 1973. In the same period loans and advances increased by 110 per cent. The statistics further showed that loans under 12 months accounted for 52 per cent. of the total assets of \$128m. Capital accounted for \$74.3m., local deposits for \$793.3m., other local receipts for \$110.9m. and overseas loans for \$320m. Whereas loans and advances of the merchant banks increased by 110 per cent. between September, 1972, and September, 1973, commercial banks increased by only 13 per cent. Deposits in the merchant banks and trust companies between January 1, 1973, and September 30, 1973, increased by 76 per cent. while the commercial banks only increased theirs by 13.5 per cent.

Non-liquid

It is thus evident that the non-banking institutions have been competing with the commercial banks for deposits and short-term loans. This was not a serious situation until around July, when the commercial banks found themselves in a very non-liquid situation. The Bank of Jamaica has now stepped in and regulated the lending policies of the merchant banks and trust companies by limiting loans in the personal and distributive categories and loans of 12 months or less. The banks cannot from now on accept deposits on call or demand for seven days or less, and a limit of 5 per cent. is placed on the rate which these institutions may pay on deposits

received from commercial banks in Jamaica for three months or less or repayment on call or demand or on 14 days' notice or less. This will keep the commercial banks from channelling funds through the merchant banks and trust companies and then borrowing them back to avoid reserve requirements.

The bank of Jamaica has also found that commercial banks were lending each other funds which under the law are considered as liquid assets. Thus commercial banks were holding statutory liquidity with other banks and were not holding sufficient Treasury bills. Also the borrowing bank could expand its lending in order to curb this practice. The Bank of Jamaica has said that all short-term loans between banks will be included in the credit ceiling and must be recorded and treated as deposits by both paying and receiving bank. At the same time all interest rate controls on time deposits have been abolished in order to put the commercial banks in a more competitive position compared with the merchant banks. The commercial banks can now lend to non-prime borrowers at any interest rate determined by supply and demand. Also Treasury bill prices have been reduced by the Bank of Jamaica by offering to sell at a discount.

These banking and non-banking practices and the measures taken by the Bank of Jamaica indicate the degree of sophistication achieved in Jamaica. It is just a few years, it is evident, that by introducing new measures the Bank of Jamaica has become more active in the use of monetary policy and this trend is expected to continue.

Education needs investment

By JOHN LEECH

"When you take the situation of the Jamaican child to-day at 15, they stand in their ranks facing a hostile world... a world in which without skills you will perish. (They) are coming out of desperately crowded primary schools. In spite of all we have tried to do, if they learn anything it is by sheer application and sheer assiduousness because of the overwhelming pupil/teacher ratio."

"The classrooms are overcrowded. The children very often come from slum areas where there is total collapse. There is often no mother to provide economic security and a little help with their schoolwork. They leave home for a school that is overcrowded and at the age of 15 they leave that school with little training and no skill—and we dare to boast about what we have done in Jamaica!"

The words are those of Mr. Michael Manley, Jamaica's Prime Minister, speaking in the 1973 Budget debate in the House of Assembly on May 2 this year. He was announcing details of a desperately-needed new educational programme without which, he told the House, there was little hope of solving the island's crime and unemployment problems.

Family planning

Jamaica has a population over more than 1.9m. people, more than half of whom are under 25, and it grew in 1972 at twice the rate of 1971 despite a family planning programme that has been greatly extended in recent years. More than 500,000 Jamaicans are adult functional illiterates, and there are some 415,000 battling through school on a shift system, up to 80 or 70 in a class, in ageing buildings with poor facilities, and half of whose staff are inadequately trained.

Some 60,000 new enrolments are recorded every year, and of each new intake only about 9,000 can hope or expect to go beyond primary level. The drop-outs are not the victims of academic inferiority. Many more go forward if adequate teaching were available and still more if secondary education and higher did not require uniforms and fees.

Jamaica inherited a typically British colonial educational system, academically oriented and geared to the needs and aspirations of the middle class. Private schools exist side by side with state establishments, and it is the former that have gradually assumed the mantle of educating the middle class as the state system has been overwhelmed by sheer numbers.

In the opinion of Mr. Manley's administration, the reduction of the educational system to its present arthritic condition is the result of complacency of the previous administration which had, he said, "squandered" the first ten years of independence in this regard.

Worst example

That there is more than polemical justification for this claim is perhaps demonstrated by a comparison with the Central African state of Zambia, the worst example of the British colonial educational heritage in Black Africa. Coming to independence two years after Jamaica with only a handful of graduates (Jamaica, with less than half the population, at that time had 220), Zambia has increased the number of its secondary schools seven times over, raised its primary school population from a few thousand to near half a million in average classes of 35 each, built a university with a student body of 3,000 and still has some 3,000 expatriate secondary school teachers in addition to Zambians working in its system.

This is a serious indictment of the Jamaican administration, and when Mr. Manley says that the island is "fighting for its life" in educational terms he is not exaggerating. Thus strong emphasis on improving the situation was laid both in the PNF's election platform and in the two subsequent budgets.

Since the new administration came to power, expenditure on education has been increased from \$249m. to \$763m., and total expenditure on education and training this year will be \$880m., with a further \$82m. for literacy training.

But this considerably improved figure still represents less than 12 per cent. of total budgetary expenditure. The otherwise undetailed "other services" item in the expenditure list accompanying the Budget amounts to more than \$372m. and Jamaica annually imports some \$71m. worth of food, much of it luxuries needed for the tourist trade.

Against this background, educationists in Jamaica may be forgiven if they express the view that the new government, despite its assurances, has so far given more evidence of its sympathy with the underlying problems of the sector than of its will to bring about rapid improvement.

The two main prongs of its declared policy of attack, while calculated to have popular appeal, seem in danger of adding to rather than detracting from the system's afflictions, at least in the short run.

Raising of the school-leaving age from 15 to 17 will be accompanied by the introduction of

completely free secondary education. This programme will be backed up by indeed rely upon—the introduction of national service in which those receiving free education will be required to volunteer to teach others. The bias will be turned away from academic to vocational training.

Jamaica's school system at present consists of some 900 primary and all-age schools of varying sizes, 68 junior high schools, 42-45 high schools, five teacher training colleges, a college of arts, science and technology and the University of the West Indies.

No major school construction programme is yet in sight. The existing teacher training colleges turn out some 1,000 teachers a year, and the major prop of the new programme is to be a new TTC, whose first stage will have an output of 300 annually, rising to 500 later.

Vicious circle

The national service system, which will also apply to the UWI when free education is introduced at the Mona campus, will augment this output, of course, but there seems little hope of the new scheme breaking the vicious circle that is causing the biggest problem of all to the Jamaican educational system: because there is a chronic shortage of teachers, class sizes are enormous and individual attention is thus at a premium; because trained teachers are supplemented by the untrained, largely drawn from among older pupils, the quality of discipline, instruction and motivation leaves something to be desired; and largely for these reasons, the drop-out rate and examination failure percentage is high, particularly at Ordinary and Advanced levels, where it reaches up to 50 per cent. And so the circle turns.

Jamaica receives little or no external aid for its educational system. Indeed, the country is not very reliant on outside aid at all. Britain, for example, provided only £22m. to Jamaica in grants and technical assistance and £4m. in loans between 1945 and 1967. There are only 125 British experts serving in Jamaica, and of this figure 43 are VSOs. Current British expenditure on technical assistance is £300,000 annually, by no means all of it in the educational field.

Jamaica must thus rely largely on its own resources to improve its educational system and give it the sharp new impetus and direction it clearly needs. Perhaps the best asset it has available at the moment is the dynamism of its new Minister of Education, Mr. Eli Matalon. It is to him that both

Jamaicans in general must look to provide this new direction as part of the co-ordinated economic plan which Mr. Manley is to introduce with next year's Budget to make good on his promise to supplant rhetoric with action in Jamaican politics.

In this task he will have plenty on his hands without academic and administrative responsibility for Jamaica's only seat of higher learning, the strike of non-academic staff at Mona Campus of the University of the West Indies which does not come within the scope of his portfolio. The university has been going through an extremely turbulent period over adequacy of the university charter and ordinances and its future course at present lies largely in

the hands of a commission of inquiry.

The one-man commission, in the shape of Sir Allen Lewis, former Chief Justice of the Associated States, recently concluded its hearings at the Mona Campus. The inquiry was instituted to investigate the causes and extent of the disruption of work at the campus during a seat of higher learning, the strike of non-academic staff at Mona Campus of the University of the West Indies which does not come within the scope of his portfolio. The university has been going through an extremely turbulent period over adequacy of the university charter and ordinances and its future course at present lies largely in

Continued on next page



This is the symbol of
better banking
in Jamaica.

The symbol of
Bank of Montreal
Jamaica Ltd.

Bank of Montreal Jamaica Limited symbolises a special kind of banking service in Jamaica. It's a combination of the expertise and resources of the parent bank—Bank of Montreal and its worldwide affiliates, with an intimate knowledge of the intricacies of the Jamaican market. The result is a banking organization that is uniquely qualified to serve the needs of both local and foreign business interests.

If you are thinking of doing business in Jamaica, bank with the Bank that knows Jamaica best—Bank of Montreal Jamaica Ltd.

Bank of Montreal Jamaica Ltd.
Main Branch: 111-115 Harbour Street, Kingston.
Other Branches: 13 Cornhill Street, Port of Spain, Trinidad; 73 King Street, Port of Spain, Trinidad.

AMAICA V

Industry favoured against agriculture

JOHN LEECH

Jamaica has an employed labour force of between 625,000 and 650,000 and beside them 1,000 and 200,000 unemployed. The figures, even given the active Statistical Department, is made difficult by the lack of accurate figures on the urban drift.

If the calculations most often made by the civil service are correct — that is to say as a percentage of the total available pool of labour — the unemployed represent something or 22 per cent. If however a more realistic comparison of employed to unemployed is made, the level of joblessness is more of the order of 28 or 30 per cent.

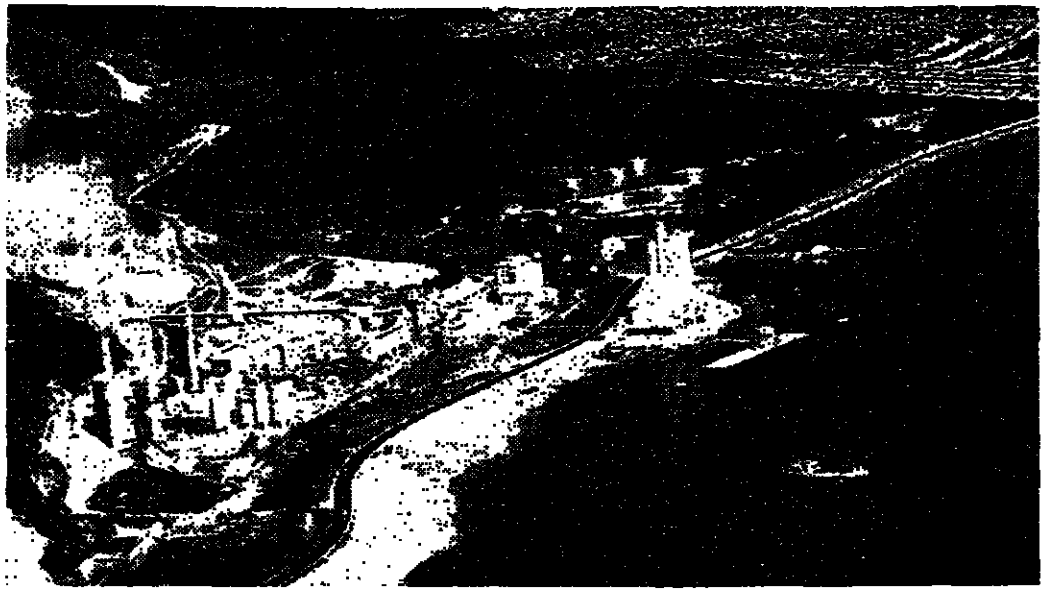
This is Jamaica's most urgent economic and political problem. Never lacking recognition at all levels as a time-bomb with additional fissile material in the form of illiteracy and lack of training and opportunity, it is one whose fuse, already recently sparking violence in the streets, is being rapidly shortened by a wrenching rise in the cost of living. Inflation is estimated to be running at 20 per cent this year. Jamaica and among them have been a victim of a wide range of essential consumer goods including basic foodstuffs.

Union groups

This has had the further effect of increasing already serious dissatisfaction of those fortunate enough to have employment. Industrial relations in Jamaica have long been marked by a level of militancy which would surprise British trade unionists. In some measure, these excesses stem from the competition for membership between the two major union groups, the Bustamante Industrial Trades Union and the National Workers' Union, who are almost equal in strength and which, respectively provide voters and funds for the Jamaica Labour Party opposition and the People's National Party government.

Also playing its part is nationalism and a growing realisation among the working classes that while inflation may be hitting them hard it is also, as has been seen elsewhere, resulting in increased company profits.

But the underlying cause of both the militancy and the unemployment is inflation and thus to-day's heavy unemployment level. But there are still those in Jamaica, notable among them Mr. Robert Lightbourne, architect of Jamaica's industrial development and fervent missionary for industry, who see in manufacturing the greatest hope for a swift solution of these problems. Mr. Lightbourne was Minister for Industry in the former JLP Government but left the party after last year's election and now sits as an independent. He continues, with considerable moral support from the industrial establishment, to campaign for the view that Jamaica be Government with less and should make up its mind to accept the realities of the agricultural situation: the drift of the young away from the land, the steady reduction in acreage of flat land available for cultivation, the inability to meet sugar quotas or feed itself.



An aerial view of the Caribbean Cement Factory at the eastern end of Kingston.

geography and resource, primarily an agricultural and not an industrial economy; that if this sector were flourishing it could feed, if not clothe, itself, provide a basic living for most of its people and earn enough through exports to form the basis of a sound economy.

The country's first (and only) Five-Year Plan, published in 1968, gave a cursory nod in the direction of agricultural development but laid its emphasis on the growth of mining and manufacturing. There are clear historical reasons for this inhibition. The stigma of slavery remains strong to this day and all Jamaicans nurture an innate desire to "trade up" the social scale away from association with field labour. Many will, for example, happily go and cut cane in Florida (where, although the pay may be better, conditions in the burnt field system are far worse) when they would not dream of doing it in Jamaica where their neighbours would see them.

And certainly, the Plan's objectives in the mining and manufacturing sectors have been largely fulfilled, so that the island now has a flourishing bauxite and alumina industry and a wide range of secondary manufacturing establishments. That industry alone, however, has signally failed to bring general prosperity to the island, only too evident, as is the extent to which it has helped to encourage urban drift and thus to-day's heavy unemployment level.

But there are still those in Jamaica, notable among them Mr. Robert Lightbourne, architect of Jamaica's industrial development and fervent missionary for industry, who see in manufacturing the greatest hope for a swift solution of these problems. Mr. Lightbourne was Minister for Industry in the former JLP Government but left the party after last year's election and now sits as an independent. He continues, with considerable moral support from the industrial establishment, to campaign for the view that Jamaica be Government with less and should make up its mind to accept the realities of the agricultural situation: the drift of the young away from the land, the steady reduction in acreage of flat land available for cultivation, the inability to meet sugar quotas or feed itself.

Jamaica should thus, the school believes, go all out to develop further as a manufacturing State by opening its borders more liberally to outside skills for training purposes and carefully choosing industrial areas in which it can compete, particularly in the European market. Jamaica should, says Mr. Lightbourne, learn from Britain's example, the lesson of whose experience he characterises as: if you cannot produce something, trade in it. And he visualises a rosy future for the country in such spheres as specialised engineering as well as such imaginative projects as a process for extracting iron from the red mud residue of bauxite.

All too plain

For Mr. Manley's government, however, the issues are not so clearcut or so simple. The lessons of the neglect of the agricultural sector over the years are all too plain to see, both in human and economic terms. The administration has, therefore, made agriculture a prime objective of its economic development programme and is on the point of producing the results of a survey which will recommend the course to be taken.

This is not to say, however, that industry is to be neglected. It is intended to maintain the impetus towards industrial development largely inherited from the previous government. Over the years, largely through the efforts of an extremely active Industrial Development Corporation, backed by the Jamaica Development Bank and a set of attractive incentive schemes, the contribution of manufacturing to Jamaica's GDP has reached 14 per cent. As a result, although there are still opportunities, particularly in the food processing field, and a revised incentive scheme is being worked out to harmonise with the remainder of Carecom to which Jamaica now belongs, the gaps in secondary industry have been largely filled.

The main hope for further

industrial development continues to lie in the new oil refinery which Mr. Lightbourne planned when in office. This project and its associated port development are dealt with more fully in a separate article in this survey.

Apart from its attractions as an export industry in itself, the J\$350m. refinery is to provide Jamaica with a percentage of its output as a premium rate and herein lies its fundamental raison d'être for Jamaica. This cheaper fuel is intended for use in a major new thermal power station with which Jamaica hopes to be able to encourage development of an aluminium smelting industry and new enterprises in the petrochemical field.

What is not clear at this stage is what effect, if any, the changes in the oil supply and price position resulting from the Middle East crisis will have on the viability of the scheme. What is also doubtful is that the projected complex will have a marked effect on the unemployment problem. There will undoubtedly be some scope for port and marine workers, but modern refineries, power stations and smelters are not notably labour-intensive.

Labour record

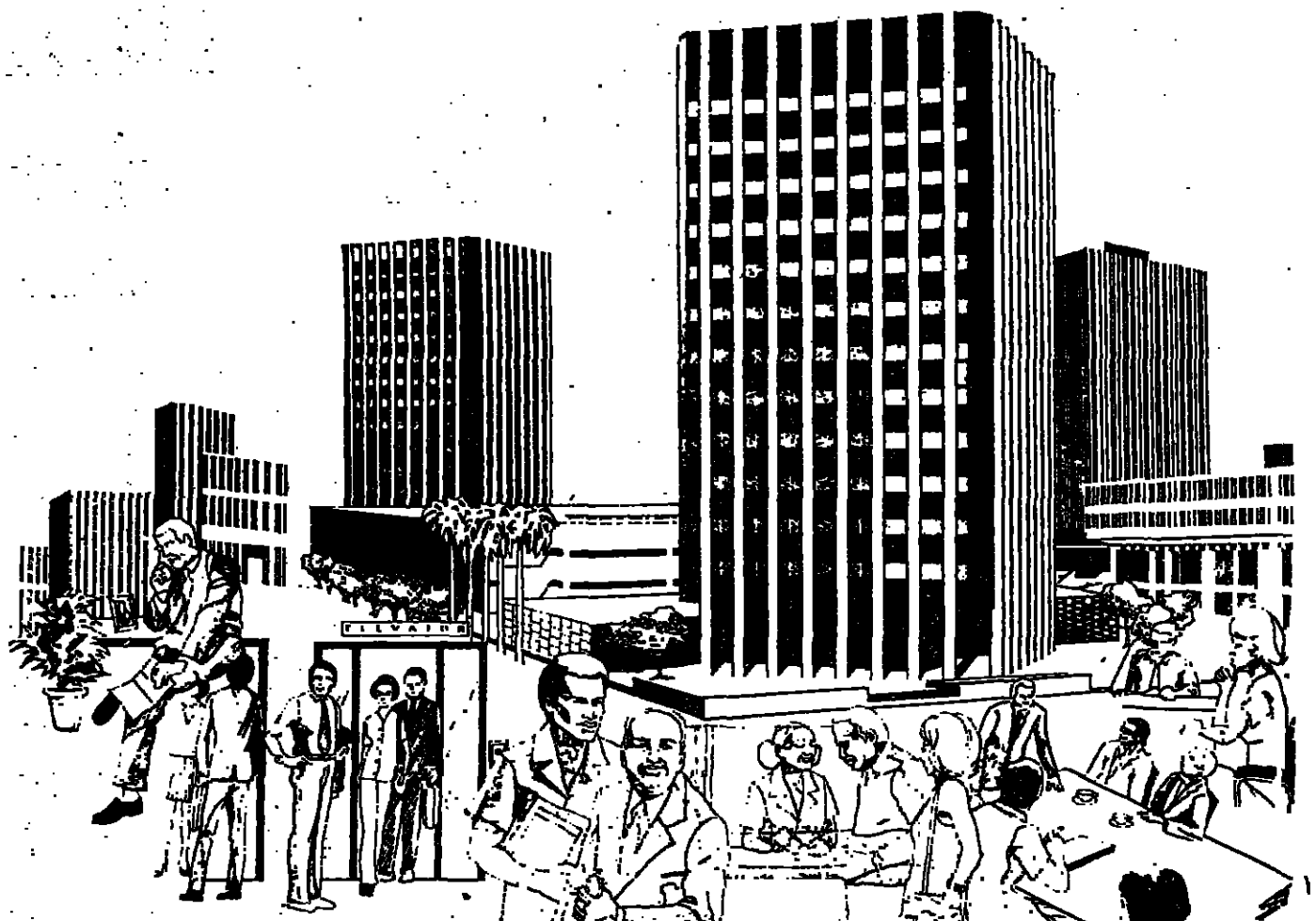
Given Jamaica's labour relations record, the attraction of labour-intensive industries to the island has a major hurdle to overcome, although the Government is working on a prices and incomes policy in which it reposes considerable hope for relief in this area.

As in so many other fields, Jamaica is still "studying and defining" its industrial policy. But in broad terms it will be looking for export-oriented industries, particularly in the fields of textiles, plastics, electronics and food processing. In all of these, of course, it will be in heavy competition with other states of the Caribbean and success is clearly going to lie for the most part in reduction of the severe aggravations caused by the militant labour force.

CONTINUED FROM PREVIOUS PAGE

Education

reduce the risk of further such disruptions and to examine the propriety of members of the academic staff actively participating in the affairs of trade unions of non-academic employees of the university. The Vice-Chancellor, Dr. Roy Marshall, has announced his resignation, effective at the end of the year, and a successor has not yet been named. Further developments included the banning of all Black nationalist and "socialist" ideological material and restriction of street assemblies. The developments at UWI, and Mona in particular, cannot be viewed in isolation from the mainstream of Caribbean and island politics. For this reason, Mr. Manley's more progressive attitude towards Mona has been both welcomed and deplored on the campus, in almost equal proportion to the similar effects which his general leftward vector has had on the politically conscious sections of the population at large. UWI has some 4,500 undergraduates, of whom about 2,000 are Jamaican. Radicalism as expressed at Mona tends to be doctrinaire, but nevertheless a growing force for all that. Sir Allen Lewis has been generally accepted by all sides as a suitable person to inquire into the causes of the college's convulsions and Jamaica, in particular, the expulsion from the island of the Guyanese Dr. Walter Rodney, who had made the first efforts to engage the interest.



The new financial centre of Jamaica

PLAN TO LOCATE YOUR HEAD-QUARTERS IN THE SOON-TO-BE COMPLETED 'SCOTIABANK CENTRE' — latest and most spectacular of Pan-Jamaican's high-rise buildings. Scotiabank Centre will stand in the heart of the Kingston re-development area, with frontages on Duke Street and Port Royal Street — adjacent to the new BANK OF JAMAICA building now under construction.

SCOTIABANK CENTRE will comprise two impressive multi-storey towers, linked by a parking garage. Each tower provides for 95,000 sq. ft. of floor space, featuring a Banking Hall, and 11 floors of Office

Accommodation, offered under the Pan-Jamaican full finish rental plan. This plan incorporates the highest possible finishing standards — including Zoned Central Air-conditioning, 4 High-Speed Autotronic Elevators, Wall to Wall Carpeting, Standby Power Generators, and full Janitor Service. Ultra-modern concepts of Structure, Aesthetics and Convenience facilities — plus the most sophisticated maintenance systems.

PAN-JAMAICAN, experienced in the handling of all types and all aspects of Real Estate Development Projects, now presents ... SCOTIABANK CENTRE, the new financial centre of Jamaica.

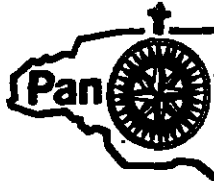
TENANTS INCLUDE:

- Scotiabank Jamaica Ltd.
- Price Waterhouse & Co.
- Confederation Life Insurance Co.
- Accommodation available on 4th, 5th and 6th floors.
- CONTACT: Mr. Derek J. Elder — Pan-Jamaican Investment Trust Ltd.
- Life of Jamaica Bldg., Harbour St., Kingston, Ja.
- Telephone: 929-1540.
- Buck & Co. Ltd.
- Pan-Jamaican Investment Trust Ltd.

Scotiabank Centre

Duke and Port Royal Streets, Kingston

Owned by the shareholders of



Pan-Jamaican Investment Trust Limited

Life of Jamaica Building Harbour Street, Kingston.

We're in the business of developing business in Jamaica

We are serving economic development in Jamaica. Our major activities are:

- Providing medium and long term capital for industry, tourism and commercial agricultural projects.
- Mobilising domestic and foreign capital for investment in the Jamaican economy.
- Fostering the development of the country's capital market.

Jamaica Development Bank

15 Oxford Road, Kingston 5, Jamaica, W.I.

THE DOOR IS OPEN. PLEASE USE IT.



CHASE MERCHANT BANKERS JAMAICA LIMITED

A wholly owned subsidiary of Chase Manhattan Bank New York Offering a full range of Merchant Bank Services throughout Jamaica

Enquiries should be directed to: EDWARD C. BROWN Managing Director, 2nd Floor, Imperial Life Building, Kingston 5, Jamaica W.I. Telephone: 92-91260

Top target for conferences
The new Jamaica Pegasus

This exciting 17-storey hotel is superbly sited and equipped to handle conferences on an international scale.

Outstanding business facilities include the Grand Jamaica Suite for up to 800 delegates and other suites and rooms for smaller gatherings. Conference equipment, too, of course.

All 350 bedrooms are air-conditioned and have private balcony, radio and television if requested. Glamorous restaurants. Dancing and cabaret in the exciting roof-top night club. A tavern, exotic cocktail lounge and garden swimming pool with poolside bar.

For further information contact Conferences Services Bureau, Reservations Centre, 71-75 Uxbridge Road, London W5 5SL, telephone 01-567 3444.

Jamaica Pegasus Hotel

Oxford Road, New Kingston, Jamaica
operated jointly with British Airways

Trust Houses Forte Hotels Ltd., International Division
1 Fenchurch Street, London SW1. Telephone: 01-930 2373

**CROWN
CONTINENTAL MERCHANT
BANK JAMAICA LIMITED**

THE MERCHANT BANKERS OF JAMAICA

FOUNDED BY CONTINENTAL ILLINOIS
NATIONAL BANK AND TRUST COMPANY
OF CHICAGO AND CROWN AGENTS FOR
OVERSEA GOVERNMENTS AND
ADMINISTRATIONS

TERM DEPOSIT FACILITIES

CORPORATE FINANCE

VENTURE CAPITAL

ACQUISITION AND MERGERS

STOCK EXCHANGE QUOTATIONS

INVESTMENT & PROPERTY MANAGEMENT

**CROWN CONTINENTAL MERCHANT
BANK JAMAICA LIMITED**

P.O. BOX 514, KINGSTON, JAMAICA.
TELEPHONE: 922-3362, CABLE "CROBANCO"
TELEX: 2280 CRANNCOL JA.

**Sheraton has a tropical vacation hotel
just minutes
from Kingston's historical sights**

Come to fascinating Kingston and the beautiful Sheraton-Kingston Hotel. Only 25 minutes from international airport. And 10 minutes from Downtown. Relax in one of 400 air-conditioned guest rooms. Take in the view of the Blue Mountains and tropical gardens from your own private balcony. Soak up the sun by our fresh water pool. Play some tennis on our own championship courts. And use our Golf privileges. You can enjoy fine restaurants and lounges at the Sheraton-Kingston, too. Like the Spanish Main restaurant.

With delicious Continental cuisine. The Jonkanoo Lounge that features nightly entertainment and dancing. And the top of the Sheraton Restaurant and lounge where delectable dinners and drinks are served with a breathtaking view.

For immediate reservations ask operator for Freefone 2067. Or have your travel agent call.

Sheraton-Kingston Hotel

SHERATON HOTELS AND MOTOR INNS. A WORLDWIDE SERVICE OF ITC
KINGSTON, JAMAICA. TELEPHONE: 926-5430. CABLE: SHERACO KINGSTON

JAMAICA VI



The beach at the Shaw Park Hotel at Ocho Rios

**Tourism growth
at slower rate**

By ARTHUR SANDLES

All things considered, tourism to Jamaica has done quite well out of this local crime. The problem of tourism this year... all things considered. For the world of tourism, neither 1972 nor 1973 have been particularly good vintages. There have been a number of pressures which have hit international leisure traffic quite heavily. To show an increase in either receipts or arrivals at all has been quite an achievement.

Some of the pressures have fallen particularly hard on Jamaica. In common with other Caribbean destinations—if the Jamaicans will forgive my even suggesting that there are any other Caribbean destinations—the country relies very heavily on the American market. Some 77.5 per cent of arrivals in Jamaica last year were from the U.S. and nearly another 10 per cent, was, thanks to Canadian traffic, As Britain has learned to her cost the past two years have seen a time when the Americans have shown a little nervousness about travelling. The impact of this nervousness world wide has been dramatic. Americans, after all, account for nearly a third of the world travel market—six times the British contribution—and any wobble in that business creates shock waves around the beaches of the globe.

There were various factors behind the American sluggishness. The weakness of the U.S. dollar and the long-drawn-out debate over Watergate were among them. For Jamaica, however, the problems came when the country was making a special effort anyway to recruit the tourism, so that the nation's marketing effort was fairly well geared for the difficulties which were encountered. The extra effort was being made not because the American problems had been predicted, but thanks to the unfortunate image that Jamaica was beginning to get overseas. Much of this bad image has been blamed on the media. However, media or no, it is a rare non-black tourist who survives a two-week stay on the island without being called "white pork" a few times and probably much worse once or twice. Jamaica's large unemployed population is a breeding ground for crime, and the locals do not look too hard at the possible loss of tourism revenue for the economy when they choose their victims.

The problem with the situation is almost that it is self-generating. Local crime creates a vacationer's eagerness for tourist ghettos, and this unwillingness to mix with the

locals leads to resentment and thus local crime. The problem of this element of local antipathy to the visitor cannot be ignored; in a land of such immense beauty and natural charm it is the biggest single deterrent factor. In October of last year the island held a "tourism month" during which time the Jamaica Tourist Board tried to encourage a more favourable feeling among the locals towards the visitors. Perhaps this had an effect, and perhaps because the Americans were having their difficulties they were seen as more normal human beings instead of the all-conquering tourists, but there seems to have been a fall-off in visitor complaints about abuse this year.

Tourism growth in Jamaica over the years has certainly been dramatic, and it would have been surprising if some strains had not been produced. There were 175,789 long-stay visitors to the island in 1965 and by last year this had grown to 374,625. In that time foreign receipts from tourism have also grown rapidly, from \$146m. to \$108m. Part of the reason for this growth must surely be the sophistication of the nation's overseas marketing effort. The Jamaica Tourist Board is not only one of the Caribbean's best, it is one of the world's best. Part of this is due to the calibre of the personnel involved, a standard of tourism executive much envied by other destinations in the area, but also, of course, partly thanks to the relatively large amounts of money spent. Every year Jamaica spends more on its overseas tourism effort. Last year the total was \$76.7m., which is only a little less than half what the U.K. was spending in the same period.

There is little doubt that this JTB effort has done a great deal to iron out the fluctuations which other Caribbean destinations have suffered during recent years. And recently, much of that effort has been aimed at Europe. Unfortunately for Jamaica, the very distances involved have worked against her in replacing the reluctant Americans with Europeans and Japanese, a tactic which has been seen working well in places like Hong Kong, Ceylon and East Africa. Jamaica is, after all, very much to the Americans what the Greek Islands are to the British and Germans. To try to switch the emphasis, is not easy.

However, the scheme is showing signs of working, albeit slowly. In 1969 3.3 per cent of

tourists to Jamaica were British. Last year the figure had risen to 4.1 per cent. The rest of Europe last year contributed 2.1 per cent, of tourist arrivals, compared with 1.8 per cent. in 1971. Japan, for the moment, does not supply enough visitors for them to feature in the statistics. As one Jamaican said to me last week: "If only we could find a way of wooing the Japanese, then we would really be in business."

This effort in countries other than the U.S. and Canada is continuing apace at the moment. So far this year arrivals from both Britain and the rest of Europe are up, the British rather more than the Germans and the French. However, these figures include a winter season which was very good indeed, and a summer period which looked a bit shaky at the edges. The year-end totals may not be all that encouraging.

The main difficulty with any article on tourism, to-day is that the whole situation has been thrown into turmoil by the oil situation, the Middle East war, and general economic uncertainty world wide. Any one who made predictions in the present situation would be foolish in the extreme, even if there are a great many people whose livelihood relies on their being able to make reasonable predictions.

But in a world of uncertainty few countries are as well equipped to keep the tourists flowing at least as well as the next fellow as Jamaica. The next two years will be very trying ones indeed for the world of tourism. If Jamaica is an exception she will be very lucky. The ever spreading wings of Air Jamaica, the continued delights of the long beaches, the blue mountains, the reggae, the clear waters, that mind-bending rum and restorative coffee... they should all help



Dunn's River Falls.

**Get lost with
Caribbean
International
Travel**

Enjoy your vacation in the Caribbean Islands for as little as £95.00.

Caribbean International Travel are the experts in low cost flights to the Paradise Islands. Advance booking charter travel departures throughout the year on the world's major air lines would include British Airways, Air Jamaica and BWIA.

Soak up the Caribbean for 3 to 7 weeks, and enjoy free food and drink while you travel in comfort.

Contact your local travel agent or phone Caribbean International Travel at 01-656-0276/01-656-2469, or write to:

CARIBBEAN INTERNATIONAL TRAVEL LTD.
47 Kendall Road, Beckenham, Kent BR3 4PY.
Telephone: 01-658-3550/3559

and find out more about our complete travel service. A holiday your bank manager will enjoy.

79%

(JUNE 1973 MRJ LTD. SURVEY)

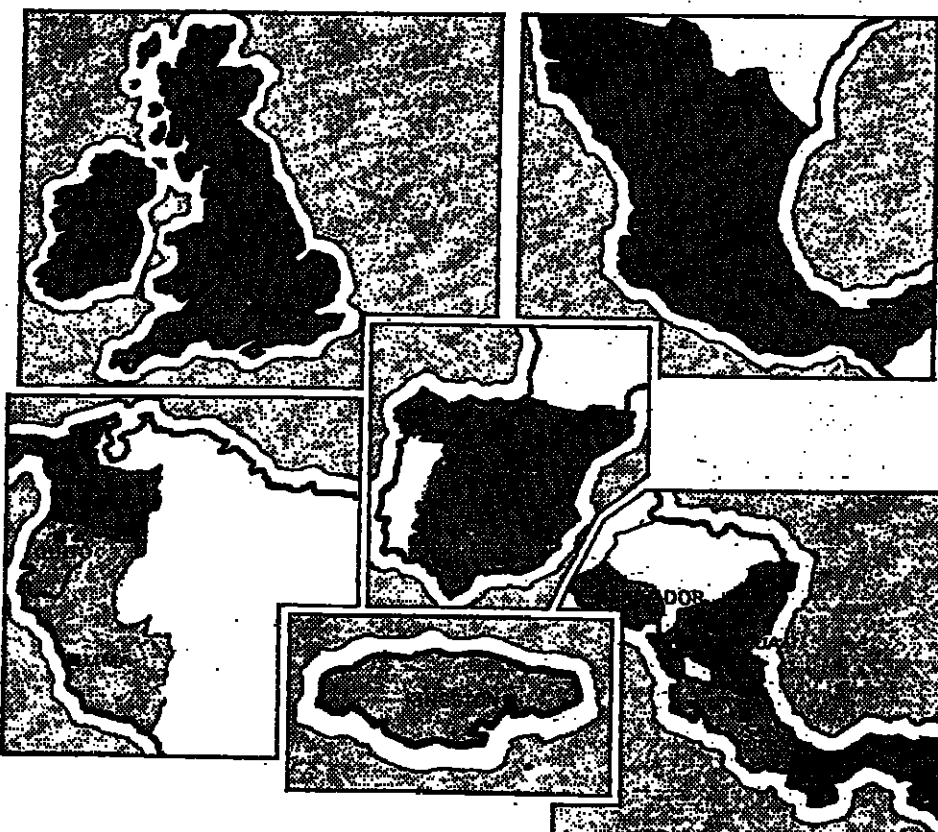
79% of Jamaica's growing radio audience listen to RADIO JAMAICA - "the standard of excellence"



Radio Jamaica Ltd.,
32 Lyndhurst Road,
Kingston 5,
Jamaica.

U.K. Representative:
Radiofusion International Ltd.,
Carlton House, Lower Regent St.,
London SW1Y 4LS.

U.S.A. Representative:
Intercontinental Services Ltd.,
20 East 46th St.,
New York 17.



**Bridging the gap between
the developing countries and the
International Capital Markets**

Ultramar Banking Corporation

Grand Cayman, British West Indies



Subsidiaries in:
LONDON
U. B. C. Inc.
3 Tolleshay Buildings
King's Arms Yard
London EC2R 7AD, England

MADRID
U. B. C. S.A.
Dr. Fleming, 93-3A
Madrid 16, Spain

MEXICO CITY
Ultramar Servicios
Tecnologicos S.A.
Manuel Escobedo 752-3
Mexico 5, D. F.
Mexico
Tel: 514-2944, 525-9401
Telex: 0172132

Tel: 01-405 0164
Telex: 996881
Representatives at:
Aden, Beirut, Kingston, Lima, Montego Bay, Panama City, Quito, San José, San Salvador, Santo Domingo.

هكذا انت الامم

AMAICA VII

Controversy over bauxite

KEN GOFTON

Depression in the international aluminium industry has led to the contribution of the Jamaican bauxite industry in 1971-72. Nevertheless, the mining of bauxite, the rich red earth found in various parts of the island—claimed the third largest contributor to gross domestic product, after manufacturing and distribution. Jamaica was for many years the world's biggest producer of bauxite, and still claims to be a quarter of all production. But it now yields place to Australia, with its area to several factors, including the island's proximity to the U.S., its stable government and the relatively straightforward mining conditions. Bauxite itself is by no means new to Jamaica: the name simply the tag given to the commercially attractive elements of aluminium, and aluminium is one of the most abundant elements found in clays and shales in most countries. The richest ores tend to lie in the tropics, however, where, it is thought, tropical rains have washed away most impurities. There is one other aspect of bauxite which is important to understand what it means to Jamaica, and that is the structure of the industry, which is a child of the 20th century, dominated by a handful of truly international companies. Jamaica, however, is a two-stage process: the first step is chemical, and involves converting the ore to a white powder called alumina. This, in turn, has to be subjected to electrolysis, requiring vast quantities of power, to obtain the metal. As a rule-of-thumb, it takes four tons of bauxite to make two tons of alumina, to make one ton of aluminium.

It is possible to make alumina on the island, but so far no sufficiently cheap source of power has been located to justify building an aluminium smelter on Jamaica. Yet this remains a national ambition. Currently the hope is that the planned oil refinery—subject of another article in this survey—will, as a by-product, fuel a power station. Stir all the elements together, and the picture that emerges goes something like this. Bauxite is a politically sensitive industry in Jamaica, not least because of its importance to the economy, especially in foreign earnings. It is a wasting asset, implying that Jamaica has to make the most of it during the 60 years or so the reserves will last. Like all modern mining, it is capital intensive, and that means relatively few jobs but high wages. And it is in the hands of a few companies which, while they have a substantial capital commitment to the island, for the most part also have alternative supplies. The strength of those companies internationally, moreover, means that there is not much of a free market for bauxite.

Delicate path

Given all that, what has Jamaica made of its red earth? It has trodden the delicate path between driving a hard bargain and encouraging rapid exploitation with some success. Four of the world's biggest aluminium companies—Alcoa, Alcan, Kaiser and Reynolds—are actively involved, as well as two of the "second league," Anaconda and Revere. Production has steadily increased, from a total of 8.4m. tons in 1968 to 12.3m. tons last year, and by the mid-1970s, is planned to reach 16m. tons. Even more important to the island's economy is the intermediate product, alumina, on the island has also been growing steadily. The quantity has risen from 2.2m. tons, or 28 per cent of all bauxite mined in 1968, to 5.3m. tons, or 42.8 per cent of the total, in 1972. Now only Kaiser and Reynolds export raw bauxite in any quantity, and although they are allowed to do so under their long-term agreements, it is obvious that the Jamaican Government would prefer them to do more processing on the island.

Both companies, in fact, process part of their output through a joint venture with Anaconda called Alpart (alumina partners), which has a rated capacity of 1.3m. short tons but is believed to have

been working at substantially below that level. The others have their own plants—Alcan with a capacity of 1.3m. tons, Alcoa 450,000 tons, and Revere 220,000 tons.

In spite of this production growth, however, Jamaica has not felt the full economic benefit. Transfer prices, and thus royalties (on a sliding scale, between 15 and 25 cents a long ton), and tax receipts, are linked to world metal prices, which were little short of disastrous in 1971-72. The North American list price was cut in May, 1972, from 29 to 25 U.S. cents a pound, and spot selling prices, as reported in Metal Bulletin, fell as low as 19.5 cents a pound. The result was that royalties and corporate taxes, which reached a peak of \$384.2m. in the fiscal year 1971-1972, dropped to \$24.5m. in 1972-73. Fortunately, prices are beginning to creep up again despite U.S. Government controls, and demand is very strong. Capital expenditure and, linked to that, employment have also almost certainly passed their peak. Investment was halved between 1971 and 1972, from \$396m. (with a local element of \$35m.) to \$345m. (spent locally, \$323m.), and the number of jobs fell from 11,629 to 9,719. Local wages and salaries went up, however, from \$28.7m. to \$33.7m., and will rise again—Kaiser, after a three-week strike, is reported to have conceded a 50 per cent pay increase in September, to the

Similar scheme

Willingness to contribute to community development varies according to the "liberality" of the different companies. It is worth noting, however, that Alcan has seconded a senior executive to the Jamaican Government to head a scheme similar to one set up by the company for teaching better methods of organising credit for farmers and pooling modern farm implements. Last month Kaiser's local president, Mr. Don Tretzel, became the first non-Jamaican to receive the Order of Distinction for outstanding and important services to the island—a reflection of the company's community relations policy.

In spite of all these efforts to smooth relationships, however, bauxite remains a controversial topic in Jamaica. Since it is one of the island's few natural assets, there will always be the

annoyance of its competitors. The contribution of the aluminium companies, however, does not end with the amount of money they pump into the economy. All hold large tracts of land which they are charged with farming properly. (It makes economic sense for them to do so, anyway.) With know-how and capital, and a willingness to undertake research, they have done a great deal of pioneering work in agriculture, particularly with beef and dairy cattle and citrus fruit.

The radicals who would like to see the industry nationalised were encouraged to see Guyana take that step a year or two back. So far, successive Jamaican Governments have believed that they could strike a better economic deal, in the absence of a large free market, by hard bargaining. There was embarrassment in Kingston this July, however, when the U.S. ambassador, Mr. Vincent deRoulet, told a Washington Senate sub-committee that in return for Mr. Michael Manley, present Jamaican Prime Minister, agreeing not to raise nationalisation as a voting issue, the U.S. would not interfere in the elections. There was an immediate denial by both the Jamaican and U.S. Governments, of any deal, and Mr. deRoulet was recalled.

Earlier in the year Mr. Manley had said in a speech at Alcoa's plant that it was important that foreign enterprises came under Jamaican ownership in a participatory sense. But he qualified that by adding that there was not a high priority on opening up equity participation in existing enterprises such as bauxite and alumina. It was more important, with Jamaica's limited resources, to create new joint-venture enterprises to boost jobs, opportunity and wealth.

Oil and ports to aid growth

By KEN GOFTON

Blue sea is an asset Jamaica has exploited for many years in building up its tourist industry. Only relatively recently has the island realised that there is another dimension to be utilised, namely the depth of water in some places off the coast. Two of the most important construction projects currently under way are designed to take advantage of this. They are a service oil refinery, which will process crude for transshipment to the U.S., and a docks improvement scheme.

The oil refinery was announced by Prime Minister Mr. Michael Manley in June. Costing \$350m. to \$400m., it has been described as the biggest single capital investment in Jamaican history, and is due to come on stream in the first quarter of 1976. There will be facilities to handle tankers of up to 350,000 tons. The theory is that the U.S. has to import a growing portion of its energy requirements, but is short of refinery capacity on the East Coast—and the strong American environment lobby may well ensure that the gap is not quickly filled. The idea may well be valid, but even in the few months since it was announced, several question marks have been raised.

Risks involved

In particular, the Arab oil producers' reaction to U.S. backing for Israel in the recent middle East war has alerted America to the risks involved in dependence on external energy supplies. There are signs that the American Government has at last recognised how prodigal it has been with its own reserves, and that this message is getting through to the American people. It would be foolish to hazard a guess at the effect on consumption of higher taxes on oil products, such as a trend towards less powerful cars, but it is quite likely that the growth in U.S. energy needs will now be less dramatic than had been forecast.

Meanwhile, there is the specific problem of the Arab cutback in supplies to the U.S. One does not know how long this will last. However, the refinery's sponsor—the Moratti group of Milan—is possibly being too optimistic when it maintains that there is "little prospect of Arab action against Jamaica" when the reason d'être of the Jamaica refinery is to serve exports, and particularly the U.S.

These doubts aside, there are some interesting aspects to the project. The output of the refinery, to be built at Luiza Point in south-west Jamaica, will be 250,000 barrels a day, possibly doubling later. With out having to put up any of the capital, the Jamaican Government will have a 10 per cent stake in the project, and out of its dividends will acquire a further 10 per cent, take between the sixth and fifteenth year (at a time, some critics have pointed

out, when the economic justification for a service refinery may well be fading).

There is a provision for the Government to buy a minimum of 10,000 barrels a day of fuel oil for power generation, at a discount of 40 cents a barrel plus the freight cost on the current posted price of Caribbean fuel oil. This will have the immediate benefit of easing the island's power shortage. Hopefully, it will also take Jamaica into petrochemicals and (although this idea must be receding into the background), aluminium smelting. Ironically, the project came about as a result of Jamaica's search for a cheap power source to take it into aluminium smelting, but the steady rise in oil prices may well mean that this is not the viable route.

The U.K. Government paid for five firms of British consultants to do the detailed marketing, technical and environmental surveys which led to the decision to go ahead. But it looks as though the Italians were able to put together a better financial deal. Most of the capital is being put up by a consortium of Italian banks, and the official Italian export credit organisation, which augurs badly for British contract hopes. According to Moratti, the managing contractor for the refinery is Fluor Corporation, while Snam Progetti is associated with the engineering aspects. Bids for construction of the refinery are expected to be sought soon: as of now Italian and U.K. constructors are favoured, but West German and Japanese groups are also in the running. The problem of financing is tied up with the overall construction bid, and finance will clearly be an important factor in deciding who wins the contract, says Moratti.

At least as important as the contribution which the refinery will make to the Jamaican balance of payments is the stimulus which it will provide for industrial development. A similar point might well be made about the projected port developments. Already endowed with what is claimed to be the world's seventh largest natural harbour, Kingston has embarked, with the aid of Japanese finance, on the construction of a \$45m. container terminal and freepoint complex.

The project has been actively encouraged by the Jamaican Government. One idea is that container-loaded raw materials or semi-finished goods could be brought to Jamaica for further processing and distribution to their ultimate markets. Factories will be built with this in mind. But Kingston will also play a greater role as a base where bulk loads can be broken down for transshipment either to several separate destinations or to ports which lack the deep water to take large carriers. Traffic could build up on several routes, of course, but the main flows are likely to be from Europe to the U.S., and particularly the Gulf ports, and

It cannot be told. Only experienced. For Tia Maria, the unique coffee liqueur, is distilled according to a secret recipe 200 years old. Open a bottle and pour yourself (and your partner) a glass. Together you'll discover

a luscious new world, secretly sensuous, dark and mysterious. You may never find out why—only wow!

Tia Maria... coffee and WOW!

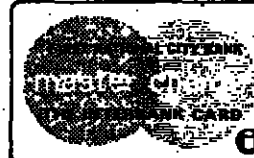


The secret of Tia Maria.



World famous Dunn's River Falls, in Ocho Rios—just minutes away from a friendly CITIBANK branch!

In Jamaica, and all over the world—CITIBANK serves you better!



And remember, in Jamaica you can use your MASTERCARD Card at leading Hotels, Rent-a-Cars, Restaurants and In-Bond-Shops!



FIRST NATIONAL CITY BANK

Kingston • Half-Way-Tree • Newport West • New Kingston
Montego Bay • Mandeville • May Pen • Ocho Rios

Keeping Jamaica in touch with the world!

We're JAMINTEL. A partnership of the Jamaican Government and Cable & Wireless. Communications is our business; and through an ultra-modern telecommunications network, including a new Satellite Earth Station—we "Keep Jamaica in touch with the world!"



JAMAICA INTERNATIONAL TELECOMMUNICATIONS LTD.
15, North Street, Kingston. Phone: 922-6031-5
38, Fort Street, Montego Bay. Phone: 952-4400.



Liquid and Aerosol Packaging

Full services for your Caribbean markets

- Hair Sprays
- Cosmetics
- Household Products
- Chemical Formulas

TOGAR INDUSTRIES LTD.

52a Church Street, Kingston, Jamaica—Tel. 23621-2 Cable: TOGAR

Mom is a mother.

If you ever try taking a puppy out of a new litter—watch out. Mom will bite. It's the protective instinct Mothers have. To protect you against life's bullies. To pick you up, dust you off, heal the bruises and set you on your feet again. Smiling.

We at Motor Owners Mutual. MOM for short, protect you against some of life's biggest bullies—fires, hurricanes, floods, earthquakes, burglars, loss of profits, accidents and many others that are likely to threaten you. We can't prevent them from getting to you, but we will pick you up, dust you off, heal the bruises and set you on your feet again. Smiling. With a very personal touch. Without delay.

No Mom can do more. We do have to make a small charge for this protection. Smaller than most people, more often than not. But didn't your Mom ever ask you to dust the furniture? Or wash the dishes? A small price to pay for a lot of protection. And a lot of good advice.

You'd think with a name like ours that we'd sell Motor Vehicle Insurance. We do. But that's just the beginning. There's a whole lot more to MOM. It's our name. And our nature.

Come to Mom. (OR WRITE)



Motor Owners Mutual Insurance Association Limited, 16A Half Way Tree Rd., Kingston 5. Tel. 926-3640
Fire & Allied Perils, Building & Contents, Private House—Buildings & Furniture, Cash-in-Transit, Public Liability, Building in Course of Construction, Burglary, Motor Vehicle, Plate Glass, Contract Guarantees & Bonds, Contractors' "All Risks", Fidelity Guarantees & Bonds, Personal Accident, Group Personal Accident, Travel (including Baggage), Loss of Profits, Employees Liability, Goods-in-Transit, All Risks, Personal Liability.

JAMAICA VIII

New Caribbean links

By JOHN LEECH

It is, perhaps, memories of the views of the present Prime Minister's father, Mr. Norman Manley, more than any statement or indication given by Mr. Michael Manley, that have led to concern in some circles that Jamaica would seek to form new political links within the Caribbean area.

In a strongly-worded statement in the House of Assembly in Kingston in May, Mr. Michael Manley refuted charges that he was in any way interested in a new Caribbean federation. The Government, he said, was not going into federation "by the front door, the back door, the trap-door or the window."

Nevertheless, Mr. Manley has a clear and unequivocal view of the economic benefits to be derived from closer association with neighbours and other states of similar status and with similar problems; and he has made this the mainstay of his foreign policy.

His view is based on the unassailable fact that the economies of Third World states cannot be permanently and effectively changed for the better until they are able to obtain from the developed countries better terms of trade for their primary products. He is also firmly of the belief that such a change cannot be brought about unless these small and vulnerable nations band together in a strong lobby.

Small nations

And of the fact that Jamaica belongs to the Third World he has no doubt. For too long, he believes, has his country deluded itself on this matter and thus drifted into a supplicant posture in relation to Western capitalism in general and the U.S. in particular.

In a political atmosphere which tends to be parochial, Mr. Manley has taken a broader and more statesmanlike view of Jamaica's international position than his predecessors. He has

a strong and obvious interest in foreign affairs; indeed, they perhaps occupy more of his thinking and time than they should against the background of Jamaica's serious internal difficulties. But he is undoubtedly right in taking into account the economic benefits that could accrue in the future from a more progressive foreign policy, and recognising that current realities determine that there are limits to the help Jamaica can expect from its traditional western allies.

He has taken Jamaica firmly and wholeheartedly into the new Caribbean economic grouping, Carecom, and has sent trade missions abroad to Africa, Asia, Japan and China. At the same time, he has reassured Jamaica's traditional friends of his desire to continue and improve their good relations.

What will always complicate development of broader foreign contacts for Jamaica is the heavy shadow that nearby Cuba casts over the whole region. Castro and his revolution and its recent relationship with Russia strongly colour the thinking of all politically-conscious Jamaicans and gravely exercise the minds of the prosperous and powerful middle classes. And with the U.S., Jamaica's biggest trading partner, not to say major market for the illegal drug traffic, the interest of Washington in Jamaican attitudes is keen.

Thus, when Mr. Manley recently raised the status of the traditional Cuban mission in Kingston from consular to full ambassadorial status and opened relations with Peking, fears were expressed in the island not only of a leftward swing that might frighten off much-needed foreign capital but that Jamaica might become the seat of a new theatre of Sino-Russian rivalry with resultant disapproval of the U.S.

Mr. Manley reacted extremely strongly when the U.S. Ambassador to Kingston told a

Congressional sub-committee in Washington that the U.S. had undertaken not to interfere with last year's Jamaican election if the PNP agreed not to nationalise the bauxite industry which is entirely in American hands.

No one is really sure whether the envoy, Mr. deRoulet, a diplomatic tyro, was being ingenious or the reverse. But Jamaica promptly refused him re-entry and a replacement has not yet been found, though this is ascribed in Kingston more to Washington's preoccupations with Watergate than to U.S. pique.

Foreign policy

Mr. Manley has expressed his views on Jamaica's position in the world in a book to be published next year. In this he states that it is Jamaica's clear duty to base its foreign policy on a clear perception of economic self-interest; and to eschew the "luxury of ideological distraction."

The first step must be development of a strong regional economy and thence progress must be made towards global Third World strategy in which all possibilities of trade must be explored.

In this his views are strongly reminiscent of those often expressed and implemented by Dr. Julius Nyerere of Tanzania and Dr. Kenneth Kaunda of Zambia, of whom Mr. Manley is an admirer. Both these leaders aroused strong suspicions in the west by opening friendly relations with China. Both are convinced that the ghost of Maoist infiltration of their countries has now been well and truly laid, and it is clear that Mr. Manley has drawn conclusions from this that have led him firmly to his own open foreign policy.

Whether this may be as easy or as profitable in the strategic and geographical context of Jamaica remains to be seen. Mr. Manley recognises that foreign

policy changes of the magnitude he has undertaken "disturb the collective conscious in its uneasy slumber." And his concern that they should not be allowed to affect his country's traditional links is often enough expressed to suggest that he himself is not immune from this worry. They must, however, be faced, he says.

Mr. Manley's anxiety to see Jamaica's terms of trade improved, also naturally leads him to support fully the position of the developing nations in their negotiations in regard to association with the EEC.

In common with other Caribbean states, Jamaica has supported the African and Pacific position in the current negotiations, particularly in respect of reciprocal trade concessions. Jamaica's relations with Britain remain close and friendly, though there is naturally a detectable disappointment at the treatment often experienced by Jamaicans living in the United Kingdom. Home-based Jamaicans have never been ashamed of the British connection, and there has been no attempt on the island to erase such reminders of the colonial past as street or building names. Mr. Manley still works from Jamaica House, Kingston remains Kingston with its Duke and Queen Streets; the counties are named after English counterparts and the parishes are still called after English saints and districts.

Though it would not be admitted, Britain's tightened immigration policy was of some assistance in reducing the serious outflow from Jamaica of skilled and semi-skilled personnel, although the U.S. and Canada still constitute a strong attraction for these categories. At the same time the threat of Jamaicans overseas, which brings J\$4m. of their savings to the island annually, is a welcome source of aid for the poor. *The Politics of Change: A Jamaican Testimony*, Michael Manley. Published by Andre Deutsch.

JAMAICA is closer than you think!

Jamaica's famous Appleton rum, pure light spirits, full of the sunshine and vitality of their island home, are building a strong establishment in more and more British pubs, clubs and off-licences as their popularity grows with U.K. consumers.

JOHN APPLETON - WHITE RUM

APPLETON SPECIAL - GOLDEN RUM



Distilled and Blended by:
J. Wray & Nephew Limited, Kingston, Jamaica.
Sole U.K. agents:
J. C. McLaughlin Ltd., 124/126 Denmark Hill, London, S.E.5.
Tel: 01-733 1161.

The arts: a varied scene

By MERVYN MORRIS

In Kingston, Jamaica, this month you could, if you chose, see productions of *Oklahoma* and *Come On, Jezebel*. Also on offer were *Son of John Ras-I* (a loosely organised Jamaican low comedy), *Consciousness 3: Persistent Plantations* ("a Third World ritual") and *Sleeper*, an intelligent work by Trevor Rhodie, the most successful of the new Jamaican playwrights. The variety may be taken to imply the society's fundamental tolerance; but as the audiences would not much overlap, the list may reflect some continuing divisions. Few people will have wanted to see both *Jezebel* and *Ras-I*; and in Jamaica where, since the days of slavery, class and colour have tended to run parallel, what could be merely a matter of personal taste may be seen to have larger social significance: a division between those who look nostalgically towards England or hopefully towards North America, and those who embrace Jamaican forms, whatever their present stage of development; a division between the comparatively rich or white and the relatively poor and black. But the situation is not that clearly defined: the bulk of the audience for *Ras-I* would enjoy Rhodie's accurate plays, which they will not, by and large, go to see. To them "theatre" is a middle-class institution; but they except *Ras-I* and the annual Jamaican pantomime, a form now little related to the traditional English model from which it has evolved in the last quarter of a century.

Louise Bennett, who usually stars in the pantomime, is one of the few Jamaican artists in enjoyment of whom the society as a whole unites. An accomplished actress, RADA-trained, she is also one of Jamaica's writers. No other writer is so widely appreciated in Jamaica. Some of our other living authors are V. S. Reid, John Hearne and Sylvia Wynter who have long been anchored in Jamaica; Barry Reckord, a playwright, who is sometimes here; novelist Neville Dawes who came home a couple of years ago; Evan Jones, poet, playwright, script-writer for films, A. L. Hendricks, Anthony McNeil, poets, Andrew Salkey, H. Orlando Patterson and Lindsay Barrett, novelists mainly, who live abroad.

Less agreement

Work in the present art world ranges between the self-taught (though hardly "primitive") and a highly trained, often eclectic, sophistication. On who are the most important contributors there is probably less agreement than in any other area of the arts: but most short lists would include three artists who have been at work since the 1930s: Edna Manley and Alvin Marriott in sculpture, and the painter Albert Huie; and would add the names of Gloria Escoffrey, Barrington Watson, Karl Parboosingh, Osmond Watson, Alexander Cooper, George Rodney in painting, Cecil Baugh and Edwin Todd in ceramics. Few Jamaicans buy original

paintings; few visit exhibitions. In practical terms our painters and sculptors create for the very few, and must often depend on selling to foreign visitors or foreign galleries. Artists have been commissioned to do public monuments; but discussion of their work indicates the enormous gap between artist and public: Edna Manley's cruciform Paul Bogle was variously criticised as too black and as not militant enough, Marriott's Bustamante as too young. A recent trend which may help towards the educating of public taste is the increasing patronage by business organisations, including banks, which purchase and display works of art, and some of which have opened small galleries of their own.

Support from business has been a factor in the development of the National Dance Theatre Company, the most successful of our artistic groups: these days, new works tend to have been commissioned by a firm. The NDTC began in 1962, drawing together talents which had been nurtured by diverse teachers, some of ballet, some of modern dance. In the decade of their existence this largely non-professional group have developed steadily until now their annual season of dance in August is one of the most keenly awaited events in the Jamaican calendar of the arts. Appearances on television, visits to theatres outside of Kingston, lecture-demonstrations in the schools, dance classes taught by members of the company, have all helped to train and to enlarge the Jamaican audience.

Younger (1967) but in essence similar to the NDTC is another group with a growing reputation abroad. The Jamaican Folk Singers are led by Olive Lewin, who has been engaged since 1966 in collecting Jamaican folk songs. The group grew out of the natural desire to sing some of the songs rediscovered. Since then, with the aid of business sponsors, they have become regular performers, displaying the rich store of Jamaican songs. Their concerts are visually, as well as musically interesting, though some Jamaicans judge their work to be unauthentic.

This is not a charge levelled at The Mystic Revelations of Rastafari who, like the other groups, maintain a creative relationship with their basic material. Perhaps because the performers are not predominantly middle-class (as in the other two groups), are nearer to the average Jamaican's notion of "the folk," they may be allowed to modify their source material, as they choose. The Mystics play free form jazz over a heavy base of Rastafarian drumming.

Rastafarians are of vital importance to the Jamaican arts, both for the contributions of particular Rastafarian individuals or groups and because they have captured the imagination of many artists who do not accept their religious doctrine (they believe, among other things, that Haile Selassie of Ethiopia is God, and that the black man's only true home is Africa, to which he should physically return). To non-Rastafarians the Rastas have symbolic force: they stand for the dignity of blackness, for the rejection of a materially unjust society, for the assertion of a spiritual centre of being.

A Rastafarian—played by Ras Daniel Heartman, a painter—is one of the main characters in *The Harder They Come*, the Jamaican feature film produced and directed by Perry Henzell, written by Henzell and Trevor Rhodie. Especially if we consider the impact of the medium, this fine film is arguably the most important contribution so far to the arts in Jamaica. Like the late Roger Mals' Kingston novels, it is an indictment of Jamaican social injustice and a reassertion of human values which survive even in appalling conditions.

For the mass of the Jamaican people, art is not the theatre, literature, the dance, painting, sculpture, ceramics; it is not even the NDTC or the Jamaican Folk Singers: it is *The Harder They Come*, *The Mystics*, and reggae, the Jamaican popular music.

Government aid
The present Government seems set to make an even more substantial contribution to the development of the arts than did their active predecessors, whose Jamaica Festival, inaugurated in 1962, has annually uncovered talent and given incentives for further work. The present Government plans to "provide training facilities for the arts in the widest sense." Already the Jamaica School of Music is broadening its activities to include courses for popular musicians. The Institute of Jamaica (founded 1878) is being reorganised: it will co-ordinate the efforts of a number of independent bodies. There is to be a National Gallery, and an African-Caribbean Institute. There should be built by June 1975 the first stage of a cultural training complex incorporating the existing schools of music, art, dance and drama. With limited Government money, the arts in Jamaica will need the continued support of business patrons, but when plans become reality, the Government's contribution will have been considerable. The provision of training for a wider range of people with talent could have the effect of reducing social division in the arts, enlarging the local audience, and raising national levels of achievement.

Market Research (Jamaica) Limited

We are the leading marketing research organization in Jamaica, undertaking a variety of research projects for industry, commerce and Government.

Contact Don Anderson—General Manager
Market Research (Jamaica) Ltd.
8 Belmont Road, Kingston 5, Jamaica.
Tel No: 936-6144
Or our London Office
Geoffrey Cheecham—Director
Market Research (Jamaica) Ltd.
26 Upper Brook Street, London W1Y 2QA
Tel No: 01-493-6050

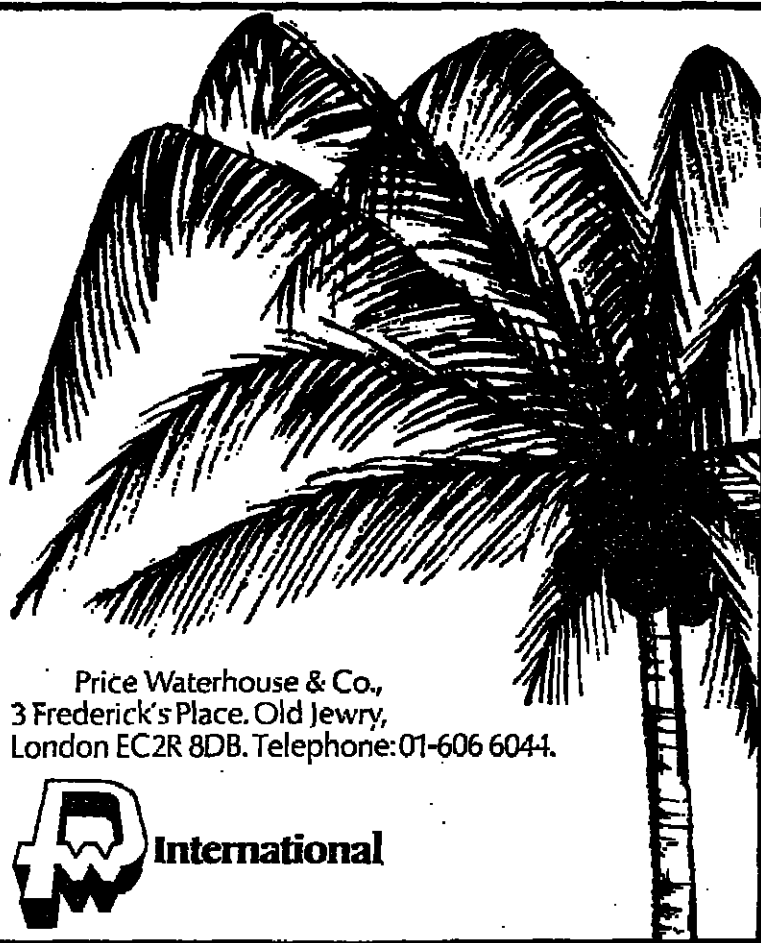
Accounting career prospects in Jamaica.

A bustling economy and a continually expanding and developing professional practice give you the chance to reinterpret your plans for career success. We cover every aspect of business, and use the most advanced British and American auditing techniques.

Whether you join us on a two or three year contract, the experience you gain will receive full professional recognition should you then decide to return to the UK or another European country.

On a three year tour in Jamaica, return air fares, for leave for you and your family in the UK, will be paid by the firm after 18 months. At the end of the term, you will be paid a generous tax-free gratuity.

Telephone or write to Ian Macpherson for an appointment.



Price Waterhouse & Co.,
3 Frederick's Place, Old Jewry,
London EC2R 8DB. Telephone: 01-606 6041.



If you ever have to do business at

this sign, you can bet your life it won't let you down.

Jamaica's first independent bank.
Incorporated by Jamaicans for Jamaica.
Offers a complete range of financial services.
For all your banking needs, domestic or international.
Branches: Kingston, Port of Spain, San Francisco, Toronto, Miami, New York, San Francisco, London.
And all Caribbean countries.
If you have business in Jamaica, contact us.

CITIZENS BANK

Head Office: 4 King Street, Kingston. Branches: Cross Roads, Half Way Tree, Liguanea, Norman Manley Airport, May Pen.

هكذا مت الأمل

JPK 10/1/50

Stress marks on the Atlantic Alliance

From PAUL LEWIS, U.S. Editor, in Washington

S AN eloquent commentary the quarrel, all parties have been damaged. The Middle East crisis itself has bred a new scepticism in America about Russia's real intentions and a new interest in military readiness and maintaining a standing army in Europe. On the economic side, the dollar's new-found strength is easing the trade and monetary difficulties which America has experienced, as a result of the Community's enlargement.

The real roots of the current disagreement thus stretch back to well before the Middle East flare-up and must be found in Europe's growing impatience with America's policy in the area. Its criticism of President Nixon's bombing of Hanoi and the North at the end of the Vietnam War, and the Common Market's suspicious and foot-dragging approach to his call for a new Atlantic Charter. All these past strands of disagreement came to the fore again in the past few weeks, when for the first time one-half of the Alliance perceived that its foreign policy interests were quite different from those of the U.S. and acted accordingly.



Dr. Kissinger "may be accused of sacrificing a secure relationship with traditional allies to his quest for détente with the enemy."

getting worse. The Middle East crisis itself has bred a new scepticism in America about Russia's real intentions and a new interest in military readiness and maintaining a standing army in Europe. On the economic side, the dollar's new-found strength is easing the trade and monetary difficulties which America has experienced, as a result of the Community's enlargement.

The real roots of the current disagreement thus stretch back to well before the Middle East flare-up and must be found in Europe's growing impatience with America's policy in the area. Its criticism of President Nixon's bombing of Hanoi and the North at the end of the Vietnam War, and the Common Market's suspicious and foot-dragging approach to his call for a new Atlantic Charter. All these past strands of disagreement came to the fore again in the past few weeks, when for the first time one-half of the Alliance perceived that its foreign policy interests were quite different from those of the U.S. and acted accordingly.

Concessions

It was by no means a glorious stand, of course, and if the Arabs ever try to use their oil monopoly to extract further concessions from the Western world, the Europeans may well regret they did not make common cause with the U.S. the first time round. Already there are some signs of unease in the Common Market camp, with whispers about an appeal for better Atlantic relations at the coming summit, or some new

political initiative on pooling energy research in an effort to show good will. But despite all this, the question that is being asked increasingly in Washington is whether the Middle East crisis may not represent the first occasion when America came face-to-face with the independent Europe it has always championed—and decided it did not really like what it saw.

Of course, there has been a tactical element in the way the Americans have seemed often to be deliberately perpetuating their quarrel with the Common Market and some policy makers clearly hoped that by shaking the NATO tree hard enough, they would convince the Europeans to take Washington's plans for a refurbished alliance more seriously. With a

weakened President in the White House, Dr. Kissinger also knows full well that he needs a smooth functioning Atlantic system more than ever to underpin his diplomacy with Moscow and Peking.

He is said to believe as well that the best way to defeat the latent isolationism in America is to re-found its Atlantic relations now, before the generation in the last war passes from power. Finally, in the back of his mind he must face the unpleasant possibility that if things go on as they are he may be accused of sacrificing a secure relationship with traditional allies to his quest for détente with the enemy.

Nevertheless, American policy towards the Common Market

planners are already wondering whether the exercise is worth while. But this new Atlantic Charter that was to make 1973 the Year of Europe was also intended as a fitting send-off to the round of major economic and security negotiations which would provide the real cement for a new relationship between Europe and America. However, in the economic field the Administration's hopes look badly battered at the moment. Interest in a new monetary system has fallen off considerably since the dollar began to strengthen and any agreement reached is likely to be less significant than the reformers first wanted.

Indeed, it may very well be that the monetary area becomes a new source of disagreement between the two sides, instead of the opposite. For the Common Market countries have already been compelled to re-define the value of the IMF Special Drawing Right by the dynamics of their own monetary reform scheme. And there are signs that before long they will be forced to include aeroplanes and tactical nuclear weapons, which NATO does not want.

In sum, the much vaunted Year of Europe is going out with Atlantic relations at their lowest point for a very long while. It is ironic that this should have happened under the Presidency of a man committed to good relations with Europe and whose re-election was generally welcomed last year by the NATO Alliance. Yet it is hard to see how the situation can change easily, now that he seems likely to remain at best a lame duck President throughout his second year.

Aeroplanes

By accepting the Jackson amendment to the Manpower Appropriations Bill this week, President Nixon gave the NATO allies a maximum of 18 months to make up the balance of payments costs of keeping American forces on the Continent, or face a cut-back. But before this point is reached, the allies will also have to decide how to react to the Soviet Union's plan to expand the troop reduction talks to include aeroplanes and tactical nuclear weapons, which NATO does not want.

Disagreement

And of course, Dr. Kissinger's Atlantic plans are faltering badly at the moment. Last year, he called for rapid agreement on a new and ringing declaration of partnership to be signed when the President toured Europe this autumn. But the President is unlikely to reach Europe until next spring (if then) and in the meantime, the Declaration has been so pared and watered down by the Europeans that its final appearance would cut little ice in America or anywhere else, and policy

Labour News

More ambulancemen join dispute

BY DESMOND QUIGLEY, LABOUR STAFF

BULANCEN working for more than 40 local authorities are operating bans on all but dent and emergency calls in test at delays in introducing new wage structure. The first Welsh area to be tested was South Wales, where the new structure was introduced last week. The National Union of Public Employees claimed yesterday that all but two stations in London were accepting only accident emergency calls. However, Greater London Council said only a quarter of the 10,000 patients, who are not emergency cases, who should have

AEUW seeks High Court order to stop bailiffs

BY OUR LABOUR REPORTER

E Amalgamated Union of Engineering Workers is to seek High Court injunction to prevent county court bailiffs seizing and removing goods from union's headquarters in Hammersmith, London. The union follows a move by the union to recognise a tribunal of decisions under the Industrial Relations Act. AEUW property is being sought for payments of £190 pension awarded by a Southhampton engineer, have made two unsuccessful bids to a tribunal in August to Mr. Henry Rodden. The union's president, said yesterday the union was moving in the High Court "to prevent the law breaking the law." All the union's property had been put into a protected fund which should make it immune to compensation claims.

Provincial newspapers face more strikes

BY OUR LABOUR REPORTER

LECTED PROVINCIAL daily newspapers are to be targets for second three-day strike campaign being launched by the National Union of Journalists. The stoppages are an escalation of the union's pay dispute with the Newspaper Society. The union's president, said yesterday the union was moving in the High Court "to prevent the law breaking the law." All the union's property had been put into a protected fund which should make it immune to compensation claims.

Sugar workers in plea to Godber

BY OUR OWN CORRESPONDENT

LIVERPOOL, Nov. 20. They will accompany MPs and full-time trade union officials who are concerned that the threatened cut-back in imports of raw sugar cane from the Commonwealth could lead to the loss of up to 6,000 jobs, 2,000 of them at Tate and Lyle's in Liverpool.

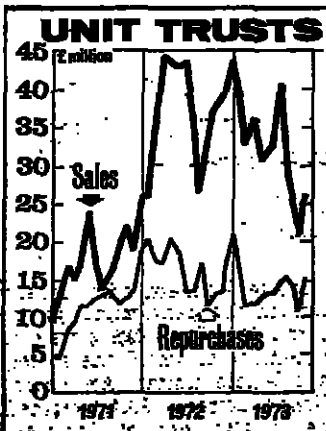
Dockers strike over quay

AMERICAN-BACKED company was given permission yesterday to use a quay at Glasgow, making oil rig equipment. The company, Offshore Fabricators of London, which was planning permission to use Yorkhill Quay, says it will employ 400 within six months.

Unit trust managers pleased with October figures

BY CHRISTOPHER HILL

ALTHOUGH business is still at a considerably lower level than at the beginning of the year, unit trust managers were generally pleased yesterday with a October unit trust sales figures. While repurchases were up by just over £4m. to £15.1m., the £4.9m. increase in total unit trust sales more than made up the difference, leaving a net new investment figure of £11.2m. compared with £10.4m. in September. Only one new fund was launched, Vavasseur Far Eastern. The FT All Share Index managed a 3 per cent. rise in October and some managers were gaining confidence, but the major setback in the U.K. market over the past week means that unit groups are now waiting anxiously for the figures for November. In particular, the repurchase figures are being closely watched and it is with some relief that unitholders are running true to form by not selling out during a crisis. Save and Prosper, for example, says that although sales have



fallen off there has been no leap in repurchases from the October levels and M and G's experience is very similar. Slater Walker reckons that there has been a "modest increase" in redemptions, however, and Tyndall reports that there have been some signs of switching into guaranteed income bonds—but "nothing traumatic". One of the features of October for the main unit trust groups was the increased sales of their fixed interest products and this trend looks like continuing throughout November, following the renewed appearance in general interest rates. The value of unit trust sales for the first 10 months of 1973 still looks respectable at £514.4m. against £590.1m. last year and cumulative repurchases are down from £109.1m. to £14.4m. This leaves net new investment £17m. down at £174.4m. One group at least seems positively enthusiastic—Jessel Bickman, which recently had a "Now is the time to buy" promotion campaign. It reported that both its sales and repur-

'No possibility of reopening Meriden,' says NVT chief

BY PETER CARTWRIGHT, MIDLANDS CORRESPONDENT

THERE IS NOW no possibility of reopening the Triumph motor cycle factory at Meriden, which used to produce about two-thirds of all the U.K. machines, exporting nearly 90 per cent. of them to the U.S. Since its closure was announced in mid-September by Norton Villiers Triumph, the factory has been the subject of a number of Government funds after the collapse of the BSA-Triumph concern—the 1,750 workers staged first a work-in and then a blockade—which is still continuing—although they ceased to be employed on November 9. In a statement yesterday, Mr. Geoffrey Evans, managing director of NVT Manufacturing, said the necessity to close Meriden arose from "heavy and continuing losses" and the "total impracticability" of including the plant in a viable and profitable motorcycle industry. "Unfortunately, there is no possibility of the factory being reopened," he declared. The workforce has been trying to set up a co-operative to buy and run Meriden, and Mr. Dennis Poore, NVT chairman, at one time promised to postpone the closure from February to July, if normal working was restored, to provide time for the co-operative to be formed. Battle The blockade of the factory continued, however, no practical proposition for a co-operative was forthcoming, and the workers were paid off. Meanwhile, completed and partially finished machines are being held in the factory, awaiting a decision by the workers, and 2,500, according to Mr. Poore, with another 5,000-10,000 part completed. Mr. Poore, who has been given full control by the Government, says he has been given the night's battle to keep the motor cycle industry alive while Triumph production is re-established at the old BSA works in Birmingham.

Timber companies cut prices

BY ELINOR GOODMAN

THE PRICE Commission which the Commission said a number of timber merchants had agreed to make price cuts totaling £1.5m. This week's reductions means that all the timber distributors classified as Category Two companies for the purpose of the Price Code have now agreed to lower their prices. The timber industry's problems, with the profit margin control result from the rapidly rising price of imported timber. Overheads have not generally kept pace with the increased turnover resulting from the extra demand and higher prices of raw materials. This means that the distributors have exceeded the net profit margin control of the Code. In addition, some companies, like Bambergers, have exceeded the gross margin control they are

New Midlands paper folds

NOTTINGHAM PRESS, the newest weekly paper in the Midlands, has closed after only five editions. The paper, launched during a dispute between workers and management at the Nottingham newspaper publishing firm of T. Bailey Forman, folded after half its staff of 16 resigned. The resignations followed disagreements over policy. The Nottingham Press had set itself a circulation target of 20,000 copies but sales in Nottingham were disappointing. The only local substitute will be a free sheet called "Info".

Heath's China visit to be early next year

BY JOHN BOURNE, LOBBY EDITOR

THE Prime Minister's expected Minister in June. This will be visit to China was announced the first visit to China by a British Prime Minister. It will be from January 4 to 12 at the invitation of the Government of the People's Republic. Mr. Heath also intends at the end of his trip to pay a short visit to Hong Kong. The invitation, from the Chinese Prime Minister, was delivered during the visit to London of the Chinese Foreign



Then it suddenly struck me... safety!

For some time I felt I wasn't getting the best out of life. I was saving regularly and had a useful nest egg to fall back on. Then I suddenly realised—my investments just weren't giving me the sense of security that lets a man enjoy his leisure. Now my savings are in Bradford & Bingley Paid-up Shares—as safe as houses and producing 7.5% interest net per annum. Leaving me to relax and enjoy life with a carefree mind. *Equals 10.71% gross where basic income tax is paid at 30%.

BRADFORD & BINGLEY BUILDING SOCIETY

HEAD OFFICE: BINGLEY, YORKSHIRE. Assets exceed £400,000,000. Member of the Building Societies Association.



COMPANY NEWS + COMMENT

Accelerated progress for GEI at half way

PROFIT BEFORE tax of General Engineering Industries rose 23.8 per cent, from £541,000 to £670,000 for the six months ended September 30, 1973, turnover expanding 8 per cent to £2,598m.

The 1973 figures included turnover of £1,570m and profit of £44,000 from companies since sold.

Chairman Mr. T. Kenny says that outstanding orders for home and overseas are at an all-time high. These ensure that, barring unforeseen circumstances, profit for the year will comfortably exceed the £1,200m pre-tax for the year ended March 31, 1973.

All subsidiaries increased turnover and profits for the half-year, in line with the accelerated progress foreseen in the annual report.

An interim dividend of 1.575p gross 1.025p net is declared.

Previously, there was an interim of 2.25p, a second interim of 1.75p and a final payment of 2.3p in the 18-month period ended March 31, 1973. Profit for that accounting period was £1,635m.

It is proposed to change the company's name to GEI International.

comment

The current half at General Engineering is traditionally the more buoyant, so, with order books up by 180 per cent, over the last 12 months, it will look on the cards. All divisions are going well, but the steel side—with extremely buoyant demand for bright steel bars, a price increase in April and another due when the latest BSC increase comes through—is booming. Strength is also derived from the fact that, if indirect exports are taken into account, something like 50 per cent of sales go overseas. The company's anticipation of the present buoyant conditions, both in terms of expansion of capacity and stocking of raw materials, provides the final element of support for a fully dividend prospective p/e of 9.4 at 60p.

S. & U. Stores ahead 9% at midway

Retailing and mail order group S. & U. Stores reports pre-tax profits up 9 per cent at £109,708 against £101,340 for the half year ended July 31, 1973. Tax takes £31,583 compared with £40,816.

An interim dividend of 0.8125p maintains the payment at 0.575p gross. Net cost of the payment of Ordinary dividends to three shareholders, after directors' waivers of £18,883, is £66,514.

Chairman Mr. C. Coombs says subject only to no major deterioration in the national economic climate, he sees no reason why the year's results should not indicate continued progress.

comment

Porter Chadburn's interim pre-

INDEX TO COMP. NY HIGHLIGHTS

Company	Page	Col.	Company	Page	Col.
Arenson (A.)	31	3	N. American Trust	30	4
Beaverbrook Newspr.	30	6	Odex Racasan	30	4
Bolton Textile	31	4	Porter Chadburn	30	2
British Assets Trust	31	3	Samuel Properties	31	4
Brunning Group	30	5	Sir Joseph Causton	31	3
Causton (Sir Joseph)	30	4	Smiths Industries	33	1
Clydesdale Inv. Trust	30	5	Stockholders Inv. Trust	33	5
Cooper (F.)	31	4	Sungei Bahr	33	2
Courtney Pope	31	1	Sumrie Clothes	30	3
Gen. Engineering Inds.	30	1	S. & U. Stores	30	1
Harper (John)	32	3	Swan Hunter Group	31	3
Land Securities Inv.	31	1	Swan Lane Spinning	31	2
Lye Trading	30	3	Tricoville	33	4
MEPC	32	4	Willment (John)	31	2
Morlagd	31	1	Wood Hall Trust	31	2

For the 12 months to January 31, 1973, pre-tax profit was £204,987 and dividends totalled £1,750. Statement Page 12

Porter Chadburn's progress

First half pre-tax profit (to July 3, 1973), of Porter Chadburn, increased to £207,300. This compares with £113,600 for the period ended June 30, 1972, derived as to six months trading by Porter-Lancaster and three months by Chadburn Holdings. For the purpose of comparison with the 26 weeks trading to July 3, 1973, this figure may be considered as being equivalent to approximately £160,000. Similarly the profit of £306,433 for the period ended January 4, 1973—12 months trading of Porter-Lancaster and nine months of Chadburn Holdings—may be taken as equivalent to approximately £250,000 in a full year, the directors state.

The plastics division, which incurred a loss of £70,000 in the period to January 4, 1973, earned a small profit in the second quarter of the current year.

The directors are, however, concerned that the national shortage of raw material in the form of polymer may delay conversion of this division to full profitability.

An interim dividend of 1.05p per share net is declared, equal to 1.5p (12p gross). Last year's gross total was 3.7p.

The company, made public in May, 1972, manufactures brewery engineering equipment, etc.

comment

Porter Chadburn's interim pre-

Sir Joseph Causton tops £0.3m.

IN LINE with the forecast of a significant improvement, group pre-tax profit of specialist printers, Sir Joseph Causton and Sons, advanced from £191,193 to £287,011 for the year to September 30, 1973.

Earnings per 25p share increased from 2.8p to 3.1p and the gross dividend is raised from 2.575p to 2.4937p. The final 1.04p net, equal to 1.488p gross.

The profit includes £39,000 from Eastern Press, acquired January 1, 1973. Turnover expanded from £5,08m to £7.17m.

Meeting, 34 Savile Row, W., December 31, at 11.30 a.m.

comment

Ex Eastern Press, Causton is 37 per cent ahead pre-tax on a sales rise of 30 per cent. Fully-taxed earnings are 2.5p net and at 52p the multiple of 20 clearly exceeds the group to translate this year's profits recovery into profits growth. The bet looks a fair one.

Causton is very much the specialist printer with a big stake in Stock Exchange documentation and a solid bread-and-butter earner in the Daily Official List. Elsewhere, there is litho-colour work where the emphasis is on brochures, for a multiplicity of trades ranging from travel to machinery, and Causton reckons that promotion momentum plus the sheer quality of its customer list will protect it from any slowdown in consumer spending.

Finally, the Board estimates net worth to be around 58p.

comment

Porter Chadburn's interim pre-

Sir Joseph Causton tops £0.3m.

IN LINE with the forecast of a significant improvement, group pre-tax profit of specialist printers, Sir Joseph Causton and Sons, advanced from £191,193 to £287,011 for the year to September 30, 1973.

Earnings per 25p share increased from 2.8p to 3.1p and the gross dividend is raised from 2.575p to 2.4937p. The final 1.04p net, equal to 1.488p gross.

The profit includes £39,000 from Eastern Press, acquired January 1, 1973. Turnover expanded from £5,08m to £7.17m.

Meeting, 34 Savile Row, W., December 31, at 11.30 a.m.

comment

Ex Eastern Press, Causton is 37 per cent ahead pre-tax on a sales rise of 30 per cent. Fully-taxed earnings are 2.5p net and at 52p the multiple of 20 clearly exceeds the group to translate this year's profits recovery into profits growth. The bet looks a fair one.

Causton is very much the specialist printer with a big stake in Stock Exchange documentation and a solid bread-and-butter earner in the Daily Official List. Elsewhere, there is litho-colour work where the emphasis is on brochures, for a multiplicity of trades ranging from travel to machinery, and Causton reckons that promotion momentum plus the sheer quality of its customer list will protect it from any slowdown in consumer spending.

Finally, the Board estimates net worth to be around 58p.

comment

Porter Chadburn's interim pre-

Brunning looks for same profit

IT IS forecast that The Brunning Group will maintain its 1973 profit at £281,116 to £283,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Revenue up at Clydesdale Investment

Revenue before tax for Clydesdale Investment rose from £286,827 to £293,730 for the year ended September 30, 1973. After tax of £57,435, against £48,149, the net profit was £236,392 against £245,681.

A final payment of 1p per 25p share, 0.7p net, maintains the dividend at 1.825p. The directors have also recommended an interim dividend of 0.625p.

0.4375p net for the year to September 30, 1973.

Net assets at September 30, 1973, were £53,63m, compared with £37,69m at the year earlier, equal to 88p (98p) per share.

Revenue before tax for Clydesdale Investment rose from £286,827 to £293,730 for the year ended September 30, 1973. After tax of £57,435, against £48,149, the net profit was £236,392 against £245,681.

A final payment of 1p per 25p share, 0.7p net, maintains the dividend at 1.825p. The directors have also recommended an interim dividend of 0.625p.

0.4375p net for the year to September 30, 1973.

comment

Porter Chadburn's interim pre-

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just commenced operating.

Reporting a rise in taxable profits from £211,116 to £213,357 for the six months ended September 30, 1973, the chairman states that all sections in the group are making satisfactory progress and should achieve their forecast turnover and profits. The new Kourou Press printing works at Maidenhead has just

SIT £6.4m. at halfway

THE HALF year ended 30, 1973, pre-tax profits of Land Securities Investment Trust has improved from £5.41m. to £6.41m. Earnings per share are shown to be 2.38p (2.75p) and fully they are down from 2.45p to 2.38p. The interim dividend is raised 1.5p to a gross equivalent of 1.5p net to 1.5p. The interim is payable in full by 1973-74. For 1973-74 a total of p was paid.

1973-74	1972-73	1971-72
Income	21,374	20,356
Less: 1973-74	1,000	1,000
Less: 1972-73	1,000	1,000
Less: 1971-72	1,000	1,000
Less: 1970-71	1,000	1,000
Less: 1969-70	1,000	1,000
Less: 1968-69	1,000	1,000
Less: 1967-68	1,000	1,000
Less: 1966-67	1,000	1,000
Less: 1965-66	1,000	1,000
Less: 1964-65	1,000	1,000
Less: 1963-64	1,000	1,000
Less: 1962-63	1,000	1,000
Less: 1961-62	1,000	1,000
Less: 1960-61	1,000	1,000
Less: 1959-60	1,000	1,000
Less: 1958-59	1,000	1,000
Less: 1957-58	1,000	1,000
Less: 1956-57	1,000	1,000
Less: 1955-56	1,000	1,000
Less: 1954-55	1,000	1,000
Less: 1953-54	1,000	1,000
Less: 1952-53	1,000	1,000
Less: 1951-52	1,000	1,000
Less: 1950-51	1,000	1,000
Less: 1949-50	1,000	1,000
Less: 1948-49	1,000	1,000
Less: 1947-48	1,000	1,000
Less: 1946-47	1,000	1,000
Less: 1945-46	1,000	1,000
Less: 1944-45	1,000	1,000
Less: 1943-44	1,000	1,000
Less: 1942-43	1,000	1,000
Less: 1941-42	1,000	1,000
Less: 1940-41	1,000	1,000
Less: 1939-40	1,000	1,000
Less: 1938-39	1,000	1,000
Less: 1937-38	1,000	1,000
Less: 1936-37	1,000	1,000
Less: 1935-36	1,000	1,000
Less: 1934-35	1,000	1,000
Less: 1933-34	1,000	1,000
Less: 1932-33	1,000	1,000
Less: 1931-32	1,000	1,000
Less: 1930-31	1,000	1,000
Less: 1929-30	1,000	1,000
Less: 1928-29	1,000	1,000
Less: 1927-28	1,000	1,000
Less: 1926-27	1,000	1,000
Less: 1925-26	1,000	1,000
Less: 1924-25	1,000	1,000
Less: 1923-24	1,000	1,000
Less: 1922-23	1,000	1,000
Less: 1921-22	1,000	1,000
Less: 1920-21	1,000	1,000
Less: 1919-20	1,000	1,000
Less: 1918-19	1,000	1,000
Less: 1917-18	1,000	1,000
Less: 1916-17	1,000	1,000
Less: 1915-16	1,000	1,000
Less: 1914-15	1,000	1,000
Less: 1913-14	1,000	1,000
Less: 1912-13	1,000	1,000
Less: 1911-12	1,000	1,000
Less: 1910-11	1,000	1,000
Less: 1909-10	1,000	1,000
Less: 1908-09	1,000	1,000
Less: 1907-08	1,000	1,000
Less: 1906-07	1,000	1,000
Less: 1905-06	1,000	1,000
Less: 1904-05	1,000	1,000
Less: 1903-04	1,000	1,000
Less: 1902-03	1,000	1,000
Less: 1901-02	1,000	1,000
Less: 1900-01	1,000	1,000
Less: 1899-00	1,000	1,000
Less: 1898-99	1,000	1,000
Less: 1897-98	1,000	1,000
Less: 1896-97	1,000	1,000
Less: 1895-96	1,000	1,000
Less: 1894-95	1,000	1,000
Less: 1893-94	1,000	1,000
Less: 1892-93	1,000	1,000
Less: 1891-92	1,000	1,000
Less: 1890-91	1,000	1,000
Less: 1889-90	1,000	1,000
Less: 1888-89	1,000	1,000
Less: 1887-88	1,000	1,000
Less: 1886-87	1,000	1,000
Less: 1885-86	1,000	1,000
Less: 1884-85	1,000	1,000
Less: 1883-84	1,000	1,000
Less: 1882-83	1,000	1,000
Less: 1881-82	1,000	1,000
Less: 1880-81	1,000	1,000
Less: 1879-80	1,000	1,000
Less: 1878-79	1,000	1,000
Less: 1877-78	1,000	1,000
Less: 1876-77	1,000	1,000
Less: 1875-76	1,000	1,000
Less: 1874-75	1,000	1,000
Less: 1873-74	1,000	1,000
Less: 1872-73	1,000	1,000
Less: 1871-72	1,000	1,000
Less: 1870-71	1,000	1,000
Less: 1869-70	1,000	1,000
Less: 1868-69	1,000	1,000
Less: 1867-68	1,000	1,000
Less: 1866-67	1,000	1,000
Less: 1865-66	1,000	1,000
Less: 1864-65	1,000	1,000
Less: 1863-64	1,000	1,000
Less: 1862-63	1,000	1,000
Less: 1861-62	1,000	1,000
Less: 1860-61	1,000	1,000
Less: 1859-60	1,000	1,000
Less: 1858-59	1,000	1,000
Less: 1857-58	1,000	1,000
Less: 1856-57	1,000	1,000
Less: 1855-56	1,000	1,000
Less: 1854-55	1,000	1,000
Less: 1853-54	1,000	1,000
Less: 1852-53	1,000	1,000
Less: 1851-52	1,000	1,000
Less: 1850-51	1,000	1,000
Less: 1849-50	1,000	1,000
Less: 1848-49	1,000	1,000
Less: 1847-48	1,000	1,000
Less: 1846-47	1,000	1,000
Less: 1845-46	1,000	1,000
Less: 1844-45	1,000	1,000
Less: 1843-44	1,000	1,000
Less: 1842-43	1,000	1,000
Less: 1841-42	1,000	1,000
Less: 1840-41	1,000	1,000
Less: 1839-40	1,000	1,000
Less: 1838-39	1,000	1,000
Less: 1837-38	1,000	1,000
Less: 1836-37	1,000	1,000
Less: 1835-36	1,000	1,000
Less: 1834-35	1,000	1,000
Less: 1833-34	1,000	1,000
Less: 1832-33	1,000	1,000
Less: 1831-32	1,000	1,000
Less: 1830-31	1,000	1,000
Less: 1829-30	1,000	1,000
Less: 1828-29	1,000	1,000
Less: 1827-28	1,000	1,000
Less: 1826-27	1,000	1,000
Less: 1825-26	1,000	1,000
Less: 1824-25	1,000	1,000
Less: 1823-24	1,000	1,000
Less: 1822-23	1,000	1,000
Less: 1821-22	1,000	1,000
Less: 1820-21	1,000	1,000
Less: 1819-20	1,000	1,000
Less: 1818-19	1,000	1,000
Less: 1817-18	1,000	1,000
Less: 1816-17	1,000	1,000
Less: 1815-16	1,000	1,000
Less: 1814-15	1,000	1,000
Less: 1813-14	1,000	1,000
Less: 1812-13	1,000	1,000
Less: 1811-12	1,000	1,000
Less: 1810-11	1,000	1,000
Less: 1809-10	1,000	1,000
Less: 1808-09	1,000	1,000
Less: 1807-08	1,000	1,000
Less: 1806-07	1,000	1,000
Less: 1805-06	1,000	1,000
Less: 1804-05	1,000	1,000
Less: 1803-04	1,000	1,000
Less: 1802-03	1,000	1,000
Less: 1801-02	1,000	1,000
Less: 1800-01	1,000	1,000
Less: 1799-00	1,000	1,000
Less: 1798-99	1,000	1,000
Less: 1797-98	1,000	1,000
Less: 1796-97	1,000	1,000
Less: 1795-96	1,000	1,000
Less: 1794-95	1,000	1,000
Less: 1793-94	1,000	1,000
Less: 1792-93	1,000	1,000
Less: 1791-92	1,000	1,000
Less: 1790-91	1,000	1,000
Less: 1789-90	1,000	1,000
Less: 1788-89	1,000	1,000
Less: 1787-88	1,000	1,000
Less: 1786-87	1,000	1,000
Less: 1785-86	1,000	1,000
Less: 1784-85	1,000	1,000
Less: 1783-84	1,000	1,000
Less: 1782-83	1,000	1,000
Less: 1781-82	1,000	1,000
Less: 1780-81	1,000	1,000
Less: 1779-80	1,000	1,000
Less: 1778-79	1,000	1,000
Less: 1777-78	1,000	1,000
Less: 1776-77	1,000	1,000
Less: 1775-76	1,000	1,000
Less: 1774-75	1,000	1,000
Less: 1773-74	1,000	1,000
Less: 1772-73	1,000	1,000
Less: 1771-72	1,000	1,000
Less: 1770-71	1,000	1,000
Less: 1769-70	1,000	1,000
Less: 1768-69	1,000	1,000
Less: 1767-68	1,000	1,000
Less: 1766-67	1,000	1,000
Less: 1765-66	1,000	1,000
Less: 1764-65	1,000	1,000
Less: 1763-64	1,000	1,000
Less: 1762-63	1,000	1,000
Less: 1761-62	1,000	1,000
Less: 1760-61	1,000	1,000
Less: 1759-60	1,000	1,000
Less: 1758-59	1,000	1,000
Less: 1757-58	1,000	1,000
Less: 1756-57	1,000	1,000
Less: 1755-56	1,000	1,000
Less: 1754-55	1,000	1,000
Less: 1753-54	1,000	1,000
Less: 1752-53	1,000	1,000
Less: 1751-52	1,000	1,000
Less: 1750-51	1,000	1,000
Less: 1749-50	1,000	1,000
Less: 1748-49	1,000	1,000
Less: 1747-48	1,000	1,000
Less: 1746-47	1,000	1,000
Less: 1745-46	1,000	1,000
Less: 1744-45	1,000	1,000
Less: 1743-44	1,000	1,000
Less: 1742-43	1,000	1,000
Less: 1741-42	1,000	1,000
Less: 1740-41	1,000	1,000
Less: 1739-40	1,000	1,000
Less: 1738-39	1,000	1,000
Less: 1737-38	1,000	1,000
Less: 1736-37	1,000	1,000
Less: 1735-36	1,000	1,000
Less: 1734-35	1,000	1,000
Less: 1733-34	1,000	1,000
Less: 1732-33	1,000	1,000
Less: 1731-32	1,000	1,000
Less: 1730-31	1,000	1,000
Less: 1729-30	1,000	1,000
Less: 1728-29	1,000	1,000
Less: 1727-28	1,000	1,000
Less: 1726-27	1,000	1,000
Less: 1725-26	1,000	1,000
Less: 1724-25	1,000	1,000
Less: 1723-24	1,000	1,000
Less: 1722-23	1,000	1,000
Less: 1721-22	1,000	1,000
Less: 1720-21	1,000	1,000
Less: 1719-20	1,000	1,000
Less: 1718-19	1,000	1,000
Less: 1717-18	1,000	1,000
Less: 1716-17	1,000	1,000
Less: 1715-16	1,000	1,000
Less: 1714-15	1,000	1,000
Less: 1713-14	1,000	1,000
Less: 1712-13	1,000	1,000
Less: 1711-12	1,000	1,000
Less: 1710-11	1,000	1,000
Less: 1709-10	1,000	1,000
Less: 1708-09	1,000	1,000
Less: 1707-08	1,000	1,000
Less: 1706-07	1,000	1,000
Less: 1705-06	1,000	1,000
Less: 1704-05	1,000	1,000
Less: 1703-04	1,000	1,000
Less: 1702-03	1,000	1,000
Less: 1701-02	1,000	1,000
Less: 1700-01	1,000	1,000
Less: 1699-00	1,000	1,000
Less: 1698-99	1,000	1,000
Less: 1697-98	1,000	1,000
Less: 1696-97	1,000	1,000
Less: 1695-96	1,000	1,000
Less: 1694-95	1,000	1,000
Less: 1693-94	1,000	1,000
Less: 1692-93	1,000	1,000
Less: 1691-92	1,000	1,000
Less: 1690-91	1,000	1,000
Less: 1689-90	1,000	1,000
Less: 1688-89	1,000	1,000
Less: 1687-88	1,000	1,000
Less: 1686-87	1,000	1,000
Less: 1685-86	1,000	1,000
Less: 1684-85	1,000	1,000
Less: 1683-84	1,000	1,000
Less: 1682-83	1,000	1,000
Less: 1681-82	1,000	1,0

MINING NEWS

Gold Fields is confident

BY KENNETH MARSTON

"OUR PROSPECTS in world mining are as sound as ever," said Mr. Donald McCall at yesterday's meeting of the London-based Consolidated Gold Fields. Of gold, which contributed 42 per cent. of the international mining group's record revenue in the past year to June 30, he considered that the ending of the two-tier market would not have any detrimental effect on our South African interests.

Despite the varying effects of Phase 3, he hoped that earnings in the U.K. would be maintained. The major source being from the American Roadstone Consolidated Group. The new profit-making Wheel Jane, tin mine in Cornwall is expected to do "considerably better," no doubt in the light of higher tin prices and the fact that its technical problems have been largely overcome.

Drilling continues at the potential new Deelkraal area gold mine in Southern Africa but a decision on its exploitation still awaits the outcome of negotiations which are to be resumed in coming months with the other mineral rights owners, the Anglo American Corporation group. On platinum, Mr. McCall regarded the immediate outlook as favourable. Clearly attracted by the investment opportunities offered by the U.S. he expected that the Azcon subsidiary should "continue to do well," while in Australia plans are being considered to mine the important and pure-grade Marra Mamba iron ore deposits. The copper-producing Mount Lyell is expected to increase output by about 30 per cent. this year and mill capacity at the Renison tin mine in Tasmania is being increased by nearly 50 per cent.

Commenting on the world trend towards nationalism in the development of natural resources, Mr. McCall made the fair point that while overseas countries should have a "proper" share in the benefits, "we in turn ask for reasonable security of tenure and the prospect of an adequate return on our funds."

So far as the current year is concerned, it looks as though the group is heading for a fresh increase in overall revenue but in the currently depressed market conditions the shares with their modest yield of 4.1 per cent. closed at a year's low of 188p yesterday. Net assets at June 30 were equal to 315p per share but the figure is probably less now, our Gold Mines index having fallen by some 15 per cent. since then.

TARA TALKS IN PROGRESS

Answering a newspaper query the Irish Government has confirmed that talks are in progress with Tara Exploration on the terms of a mining lease over part of the big Navan zinc-lead find. 32,340 tonnes, and Italy 29,750 tonnes. The deal was announced on October 26. A spokesman declined to indicate whether an equity participation by the State was being discussed.

It was stressed that the negotiations only concerned the ground south of the River Blackwater which is not involved in

the dispute between the Government and the Bala company which is still awaited. The very fact that discussions about a lease have received a fresh measure of publicity has been sufficient over the past two days to boost Tara shares by 28p to 880p and then yesterday to reduce them by 13p to 865p.

Roan Cons. Mines

THREE important points are made by Mr. Mulemba the new chairman of Roan Consolidated Mines in the annual statement. The first concerns the negotiations that are in progress over the new arrangements designed to give the Zambian Government a still greater say in the running of the country's vital copper industry.

Mr. Mulemba expresses the Government's wish that the partnership it has enjoyed with American Metal Climax, the largest minority shareholder in Roan, "should be strengthened." Second, the company's continued expansion is stressed. Third, the average sales price of £491 a tonne received in the year to last June contrasts sharply with the current three-month price on the London Metal Exchange of £387.

The chairman says that, although world copper supplies have been reduced by production difficulties including a number of force majeure declarations, Roan has been able to meet all its sales commitments. Production was 278,788 tonnes, sales were 282,955 tonnes and average cost of sales per tonne was slightly lower than in the previous year at £337.

Further expansion plans include the possible sinking of a new shaft to exploit the Mutfura ore-bodies at depth in the eastern end of the mine where substantial ore reserve additions have been made. Mr. Mulemba concludes by stressing his confidence in the continued growth of copper consumption. His report includes a nap showing Roan's customers throughout the world, and what tonnages they took. The largest are the U.K. 75,390 tonnes, Japan 38,270 tonnes, West Germany 32,340 tonnes, and Italy 29,750 tonnes.

Yesterday, Roan rose 5p to 315p. There should be a sparkling September quarterly coming along at the beginning of next month. Meanwhile, the uncertainty generated by the Zambian Government's proposed new measures remains as a debilitating factor.

The ordinary dividend, the maximum permitted, is the equivalent, including imputed tax credit, of 21 per cent. (1972-20 per cent. after adjustment for capitalisation issue).

Ordinary Stockholders' Funds increased during the year by £4,238 million to £21,274 million and are equivalent to 86.7p (1972-89.4p after adjustment for capitalisation issue) per Ordinary Stock unit of 25p.

*adjusted for scrip issue

WOOD HALL TRUST LIMITED

AN EXPANDING INTERNATIONAL GROUP OPERATING IN UNITED KINGDOM—AFRICA AND FAR EAST—AUSTRALIA

Civil and general engineering and coal mining (Australia) building, contracting and estate development pastoral trading - finance and property - food - overseas trading - materials handling - plant hire

The full Report and Accounts and Chairman's Statement are available from the Secretary, St. MARTIN'S HOUSE, 140 TOTTENHAM COURT ROAD, LONDON W1P 9LN

BIDS AND DEALS

John Harper agrees to Newman Industries offer

Newman Industries, the engineering and foundry group, is bidding for the majority of shares in John Harper and Co. with terms valuing the latter at £3.24m. The deal is agreed and carries the recommendation of the Harper Board.

On the news, Harper's shares jumped 12p to 45p, while Newman remained at 55p. In April, 1972, Newman acquired an 181 per cent stake in Harper for cash and said the shares would be held as an investment and that the company had no intention of making an offer for the remaining shares.

Harper yesterday announced pre-tax profits down from £129,955 to £87,390 in the half-year to October 7, 1973, on sales up from £1.47m to £1.58m. The Board recommends payment of an interim dividend of 4.2 per cent. net, equivalent to 6 per cent. gross.

Harper's downturn comes after profits of £270,526 were earned in the year to March 31, 1973, representing a partial recovery following a fall from a record £348,000 to £119,686 in 1971-72.

The company manufactures raw and fully machined castings in spheroidal graphite iron, malleable and grey iron. Under Newman's ownership it would be expanded and developed with Newman's existing foundry interests.

A new group foundry Board is to be set up with Harper represented on it. It is felt the combined strength of the enlarged group would enable the fullest advantage to be taken of significant technological changes.

Malayan Twins' FINAL PAYMENTS A final dividend of 5.8p is declared by Malayan Twins for the year to June 30. It makes a total of 8.4p which is equivalent to the previous year's gross total of 12p. Southern Malayan is paying a 4.3p final to make a total of 7.3p, this being equal to a gross 10.4p compared with 12p in 1971-1972.

Profits of the two tin producers are in line with the recent official forecasts and Malayan's net figure comes out at £0.29m, against £1.26m, while that of Southern Malayan amounts to £0.50m, compared with £0.73m, last time.

Both companies are, of course, enjoying much higher metal prices in the current year and Malayan's tin concentrate production has risen over the past four months to 1,382 tons against 1,126 tons in the same period of last year. Southern Malayan's output for the period is little changed at 891 tons against 886 tons. The respective share prices were 148p and 92p yesterday.

LAURASIA OFFER

The rights issue by Laurasia Resources (formerly International Bilas) reported here on November 16 has been postponed for a week. Letters will now be sent out on November 26 and the closing date will be December 21. The offer is for two at 40 cents Canadian but is only to shareholders resident in Ontario. The shares were 61p in London yesterday.

responsibility and authority, to individual managers, will continue to be implemented.

Possible major acquisitions are under consideration and investigation. Clearly, as demonstrated by the 1973 Consolidated Balance Sheet, Wood Hall has the resources required to undertake a major acquisition and, unless that acquisition is very large, it will not need to increase its equity capital for this purpose.

The ordinary dividend, the maximum permitted, is the equivalent, including imputed tax credit, of 21 per cent. (1972-20 per cent. after adjustment for capitalisation issue).

Ordinary Stockholders' Funds increased during the year by £4,238 million to £21,274 million and are equivalent to 86.7p (1972-89.4p after adjustment for capitalisation issue) per Ordinary Stock unit of 25p.

Civil and general engineering and coal mining (Australia) building, contracting and estate development pastoral trading - finance and property - food - overseas trading - materials handling - plant hire

The full Report and Accounts and Chairman's Statement are available from the Secretary, St. MARTIN'S HOUSE, 140 TOTTENHAM COURT ROAD, LONDON W1P 9LN

envisaged in the foundry industry in the next few years.

Terms of the offer are 65p nominal of 101 per cent. partly convertible unsecured loan stock 1986-98 for each Harper share. This is worth 53p with the stock standing at 85p. The stock will be 30 per cent. convertible on the basis of 75p, 80p and 85p of stock for each share in the years 1974, 1975 and 1976 respectively.

Singer and Friedlander has advised Harper, while Newman's advisers have been S. G. Warburg, who will send out offer documents as soon as possible.

Harper yesterday announced pre-tax profits down from £129,955 to £87,390 in the half-year to October 7, 1973, on sales up from £1.47m to £1.58m. The Board recommends payment of an interim dividend of 4.2 per cent. net, equivalent to 6 per cent. gross.

Harper's downturn comes after profits of £270,526 were earned in the year to March 31, 1973, representing a partial recovery following a fall from a record £348,000 to £119,686 in 1971-72.

The company manufactures raw and fully machined castings in spheroidal graphite iron, malleable and grey iron. Under Newman's ownership it would be expanded and developed with Newman's existing foundry interests.

A new group foundry Board is to be set up with Harper represented on it. It is felt the combined strength of the enlarged group would enable the fullest advantage to be taken of significant technological changes.

Both companies are, of course, enjoying much higher metal prices in the current year and Malayan's tin concentrate production has risen over the past four months to 1,382 tons against 1,126 tons in the same period of last year. Southern Malayan's output for the period is little changed at 891 tons against 886 tons. The respective share prices were 148p and 92p yesterday.

responsibility and authority, to individual managers, will continue to be implemented.

LAURASIA OFFER

The rights issue by Laurasia Resources (formerly International Bilas) reported here on November 16 has been postponed for a week. Letters will now be sent out on November 26 and the closing date will be December 21. The offer is for two at 40 cents Canadian but is only to shareholders resident in Ontario. The shares were 61p in London yesterday.

responsibility and authority, to individual managers, will continue to be implemented.

Possible major acquisitions are under consideration and investigation. Clearly, as demonstrated by the 1973 Consolidated Balance Sheet, Wood Hall has the resources required to undertake a major acquisition and, unless that acquisition is very large, it will not need to increase its equity capital for this purpose.

The ordinary dividend, the maximum permitted, is the equivalent, including imputed tax credit, of 21 per cent. (1972-20 per cent. after adjustment for capitalisation issue).

Ordinary Stockholders' Funds increased during the year by £4,238 million to £21,274 million and are equivalent to 86.7p (1972-89.4p after adjustment for capitalisation issue) per Ordinary Stock unit of 25p.

Civil and general engineering and coal mining (Australia) building, contracting and estate development pastoral trading - finance and property - food - overseas trading - materials handling - plant hire

The full Report and Accounts and Chairman's Statement are available from the Secretary, St. MARTIN'S HOUSE, 140 TOTTENHAM COURT ROAD, LONDON W1P 9LN

envisaged in the foundry industry in the next few years.

Terms of the offer are 65p nominal of 101 per cent. partly convertible unsecured loan stock 1986-98 for each Harper share. This is worth 53p with the stock standing at 85p. The stock will be 30 per cent. convertible on the basis of 75p, 80p and 85p of stock for each share in the years 1974, 1975 and 1976 respectively.

Singer and Friedlander has advised Harper, while Newman's advisers have been S. G. Warburg, who will send out offer documents as soon as possible.

Harper yesterday announced pre-tax profits down from £129,955 to £87,390 in the half-year to October 7, 1973, on sales up from £1.47m to £1.58m. The Board recommends payment of an interim dividend of 4.2 per cent. net, equivalent to 6 per cent. gross.

Harper's downturn comes after profits of £270,526 were earned in the year to March 31, 1973, representing a partial recovery following a fall from a record £348,000 to £119,686 in 1971-72.

The company manufactures raw and fully machined castings in spheroidal graphite iron, malleable and grey iron. Under Newman's ownership it would be expanded and developed with Newman's existing foundry interests.

A new group foundry Board is to be set up with Harper represented on it. It is felt the combined strength of the enlarged group would enable the fullest advantage to be taken of significant technological changes.

Both companies are, of course, enjoying much higher metal prices in the current year and Malayan's tin concentrate production has risen over the past four months to 1,382 tons against 1,126 tons in the same period of last year. Southern Malayan's output for the period is little changed at 891 tons against 886 tons. The respective share prices were 148p and 92p yesterday.

responsibility and authority, to individual managers, will continue to be implemented.

LAURASIA OFFER

The rights issue by Laurasia Resources (formerly International Bilas) reported here on November 16 has been postponed for a week. Letters will now be sent out on November 26 and the closing date will be December 21. The offer is for two at 40 cents Canadian but is only to shareholders resident in Ontario. The shares were 61p in London yesterday.

responsibility and authority, to individual managers, will continue to be implemented.

Possible major acquisitions are under consideration and investigation. Clearly, as demonstrated by the 1973 Consolidated Balance Sheet, Wood Hall has the resources required to undertake a major acquisition and, unless that acquisition is very large, it will not need to increase its equity capital for this purpose.

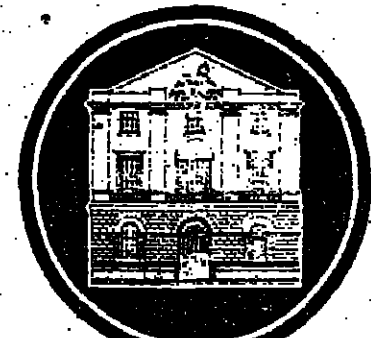
The ordinary dividend, the maximum permitted, is the equivalent, including imputed tax credit, of 21 per cent. (1972-20 per cent. after adjustment for capitalisation issue).

Ordinary Stockholders' Funds increased during the year by £4,238 million to £21,274 million and are equivalent to 86.7p (1972-89.4p after adjustment for capitalisation issue) per Ordinary Stock unit of 25p.

Civil and general engineering and coal mining (Australia) building, contracting and estate development pastoral trading - finance and property - food - overseas trading - materials handling - plant hire

The full Report and Accounts and Chairman's Statement are available from the Secretary, St. MARTIN'S HOUSE, 140 TOTTENHAM COURT ROAD, LONDON W1P 9LN

BRITISH ASSETS TRUST LIMITED



The Seventy-Sixth Annual General Meeting of British Assets Trust Limited will be held on 13th December, 1973 at the registered office of the Company, 1 Charlotte Square, Edinburgh.

The following are extracts from the Review of the Chairman, Sir Alastair Blair, K.C.V.O., W.S., which has been circulated with the Report and Accounts for the year ended 30th September, 1973.

INCOME IMPROVED
Our income for the year under review showed further improvement although, with dividend restraint operating both in the United States and here, the increase could not be expected to be very great. Higher interest charges, however, have reduced the amount available for Ordinary Shareholders although, this year, due to changes in the taxation of dividends, our proposed maintained distribution to our Shareholders is fully covered.

SATISFACTORY VALUATION
The past year was not an easy one for investment and our Managers have travelled widely, not only to keep our existing holdings under review, but also to search out new opportunities. Our Net Total Assets, although slightly down from last year's record figure, are still well above the 1971 level and the break-up value of our shares,

allowing for full conversion of our Loan Stock, can be considered satisfactory at 81.46p.

INCREASED INVESTMENT IN AMERICA
Early in July the Board decided, as a matter of policy, to increase our commitment in North America, and the percentage of our investment in that Continent at 30th September 1973 reflects both this and a rising market.

THE CURRENT YEAR
The latest outbreak of hostilities in the Middle East has not made any easier the problem of management of investment funds. We in Europe are faced with a threat to our oil supplies which, whether or not fuel rationing becomes necessary, is bound to have its effect on industrial profits here and elsewhere. In addition, inflation and high interest rates are still with us and are world wide in their effect. Against this background, I must sound a note of caution as we consider the current year. We shall however, with our investment managers, continue to search for good long term growth investments. Provided stable conditions can be restored and maintained, particularly in the Middle East, I would hope that we can again put before you satisfactory results in a year's time.

TEN YEAR RECORD

Year to 30th September	Net Total Assets	Asset Value per Ordinary 25p Share (b)	Gross Revenue	Ordinary Dividend per 25p Share (b) (subject to tax)
	£'000	p	£	p
1964	43,924	38.92	1,619,393	1.20
1965	42,618	37.73	1,788,341	1.46 (c)
1966	39,585	34.19	1,897,306	1.46
1967	54,100	52.44	1,949,238	1.46
1968	91,508	88.78	1,986,765	1.46
1969	79,195	73.48	2,480,781	1.46
1970	73,063	65.87	2,489,549	1.46
1971	87,153	81.95	2,503,995	1.50
1972	105,220	95.45	2,970,378	1.75 (d)
1973	101,461	87.74	3,037,029	1.23 (actual)

Notes: (a) Assuming full conversion of Loan Stock. (b) Adjusted for (i) 1 for 3 scrip issue in February 1964, (ii) 1 for 1 scrip issue in March 1966, (iii) 1 for 1 scrip issue in December 1969. (c) Including special of 0.21p. (d) Including bonus of 0.25p.

TOP TEN HOLDINGS

Ranked by value at 30th September 1973

No.	Amount	Stock	Value * £	Percentage of Portfolio *
1	254,300	Pennzoil \$0.83 Common	3,925,403	4.0
2	91,800	Pennzoil \$1.33 Conv. Prefd.	3,777,908	3.9
3	2,906,083	Atlantic Assets Trust	3,731,000	3.8
4	220,000	Rank Organisation Ord.	3,498,509	3.6
5	600,000	Rank Organisation 'A' Ord.	2,630,922	2.7
6	165,200	Nederlandsche Scheepvaart Unie	2,532,500	2.6
7	163,000	Royal Dutch Petroleum	2,329,007	2.4
8	500,000	British Petroleum	2,145,600	2.2
9	665,000	GBC Capital	2,066,244	2.1
10	1,440,000	General Electric Ord.	1,977,104	2.0

* Excluding London Premium in the case of non-sterling securities.

Top Ten Holdings

28,614,197

29.3

Sirdar - record results achieved

Reporting on an eventful year, the Chairman, Mrs. J. M. Tyrrell in her annual statement to shareholders, said:

"The results for this year achieved a new record. It is however disappointing that the results of U.K. operations for the second half-year were not quite so good as I had hoped.

United Kingdom
The sharp rise in wool prices, coupled with the price restrictions under the Pay and Prices Code had a marked effect on margins towards the end of the year. Apart from this, consumer reaction to higher prices turned demand towards a higher proportion of synthetic yarns. Twelve new lines have been introduced during the past seven months to meet this change in demand.

The acquisition of John C. Horsfall & Sons Limited is bringing additional benefits to the Group. This company produces and markets a range of hand knitting yarns in the 'middle' price bracket and has for some years concentrated on synthetic yarns.

Overseas
It is the opinion of the Board that future investment should be centred in Europe in order to take full advantage of production in the United Kingdom. It was therefore decided some time ago to dispose of Sirdar Woods (Australia) Pty. Ltd., whilst allowing Sirdar yarn to be produced and marketed in Australia under licence.

We achieved a further advance in West Germany. A more significant improvement is anticipated in the current year.

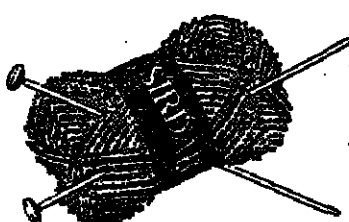
The advance in the affairs of our South African interests has continued resulting in a return to profitability.

Outlook
The current season made a rather slow start due to the prolonged mild weather but the pace has increased in recent weeks, reports of retail sales are good and we look forward to achieving our sales forecasts. However higher costs of materials and labour, and restrictions of prices must inevitably mean reduced margins in the short term."

Summary of Results

	1973	1972
Turnover	9,480,976	6,623,834
Profit before tax	842,300	634,934
Profit after tax	420,458	358,488
Ordinary Dividend	166,324	148,793
Shareholders' Funds	3,461,129	2,204,759
Earnings per Ordinary Share	6.90p	5.77p

Copies of the Annual Report, containing the Chairman's Statement in full, available from The Secretary, Sirdar Limited, Beehive Mills, Alverthorpe, Wakefield, WFA 9ND.



SIRDAR

BISHOP'S STORES LIMITED

Sales and profits reach new record levels

Mr. J. H. Bradford reports on a successful year in which:-

Turnover increased from £38.7m to £43.5m

Profit before tax increased from £270,474 to £631,055

Earnings per share increased from 2.79p to 6.36p

Concluding his Review of 1972/73 the Chairman says:-

"This year's profit, although much improved, still represents only a moderate return on the true capital employed in our business. Our internal forecasts show that we shall produce a better performance in the current year, although we are apprehensive of the economic situation... morale within the Group is high and I expect an exciting year."

FOOD DISTRIBUTORS
RETAIL - WHOLESALE - CASH AND CARRY - CATERING

هكذا كانت الامم

Japanese
commodity
trial


THE SYFRET-UAL MERGER WITH NEDBANK

Abrahamse does the double

By RICHARD ROLFE

arket

LIMITED
CO. LIMITED
November 1973.



ARMING AND RAW MATERIALS

Japanese commodity spiral

TOKYO, Nov. 20.

IES IN all Japanese commodity exchanges, including rubber, rose sharply, following overseas markets, to Reuters.

and power shortages, which led to production cutbacks, led to a rise in the prices of rubber, which is used in the production of tires and other goods. The rise in rubber prices was also due to a shortage of rubber in the market.

rubber price

t new peak

URAL RUBBER prices

led to new peaks on the

terminal market yesterday.

The No. 1 RSS spot price

rose by 3.75p to 42.50p a

tonne.

le rise was attributed to

buying by Japanese

alators following news of

hetic rubber producers in

are considering substantial

price increases because of

stages of oil, power and

strials.

pan Synthetic Rubber said

a rises are unavoidable as

tags will compel it to cur-

production, reports Reuters

to Tokyo.

lpon Zeon also said the

price increase and oil

ly cutbacks are affecting the

uction of petrochemical

a, major suppliers of raw

erials to the synthetic rubber

ers.

UMPER MEXICAN

UGAR CROP

xico's 1973-74 sugar crop is

mated at 2.75m. tonnes.

000 tonnes more than last

r, the National Sugar Indus-

Commission said yesterday.

r, Francisco Cano Escalante,

Commission spokesman, said

000 tonnes would be ex-

ected to the U.S.

le said a bumper crop was

ired by the signing of a new

ar convention which will

ern relations between cane

ters, refinery workers and

ducers during the next three

months.

Surge in tin market lifts prices to new peak

BY JOHN EDWARDS

LONDON, Nov. 20.

TIN PRICES soared to new

peaks on the London Metal

Exchange yesterday, but the rise

in copper and zinc was slowed

down by reports from the U.S.

of moves for stockpile releases

of these two metals.

Cash tin gained as much as

52.5 to a record of 2,387.5 a

tonne, and has now moved

to a significant premium over

the three months quotation. This

suggests a shortage of nearby

supplies has developed, despite

recent sales by the buffer stock

of the International Tin Agree-

ment and large quantities being

sold from the U.S. stockpile.

The latest stockpile sale of 555

tons is one of the biggest daily

amounts sold, but apparently has

easily been absorbed by the U.S.

market.

The rise in London prices

yesterday was triggered off by

another steep increase in the

Malaysian market overnight.

The Straits tin price in Penang

rose by 5M14 to 5M306 a picul

on sales of 270 long tons

although total demand was

estimated at nearly 900 tons.

Such is the demand in Malay-

sia at present that it is being

confidently forecast, according

to Reuters, that prices will soon

exceed the 1964 peak of

5M355.25 a picul. The highest

price ever was 5M977 reached

during the Korean war.

Stockpile

LONDON, Nov. 20.

The surge in demand in

Malaysia for tin is attributed to

the cutbacks in production in

Thailand, the world's third big-

gest tin producer: what was

described as "panic buying"

and the use of tin as a safe-

guard against currency fluctua-

tions. In the London "paper"

market for tin, speculative buy-

ing is an additional important

influence.

On the production side, Cipep

said output by its four member

countries—Chile, Peru, Zaire

and Zambia—had risen to 1.4m.

tonnes during the first eight

months of 1973, against 1.5m.

tonnes in the same period of

1972.

Meanwhile, a forecast that

metal prices will fall as a result

of fuel cutbacks hitting consump-

tion harder than production was

to be affected by the energy crisis

Drop in copper demand warning

BY OUR COMMODITIES EDITOR

LONDON, Nov. 20.

PRICE FALLS in copper, which

would undoubtedly occur once

the present business cycle had

gone into its downturn, but the

fall was not going to be large,

warned the Council of Copper

Exporting Countries (Cipep) in

a report issued yesterday.

Cipep commented that the

present firmness of prices was

expected to continue at least

during the first part of the

coming year.

The report said the curtailment

of oil deliveries would un-

doubtedly add to the feeling of

insecurity in the industrialised

world about mineral supplies

from developing countries. This

might induce moves for strategic

stockpiling of metals such as

copper, with increased

prices as a result.

However, in the longer term if

oil supplies are severely

restricted this could lead to a

decrease in the demand for

metals.

On the production side, Cipep

said output by its four member

countries—Chile, Peru, Zaire

and Zambia—had risen to 1.4m.

tonnes during the first eight

months of 1973, against 1.5m.

tonnes in the same period of

1972.

Meanwhile, a forecast that

metal prices will fall as a result

of fuel cutbacks hitting consump-

tion harder than production was

to be affected by the energy crisis

made at a meeting of the Asso-

ciation of Mining Analysts yester-

day. Mr. R. Perlman, of the

Commodities Research Unit, said

that any government which

imposed such restrictions on

metals industry for particular

reasons in a rationing sys-

tem because of their importance

as raw materials for many other

industries.

Mr. Perlman pointed out that

the metal-producing industries

would have to suffer substan-

tially worse oil cutbacks than

average before metal prices

were forced up any higher, since

supplies were at least partially

imported from countries unlikely

to be affected by the energy crisis

made at a meeting of the Asso-

ciation of Mining Analysts yester-

day. Mr. R. Perlman, of the

Commodities Research Unit, said

that any government which

imposed such restrictions on

metals industry for particular

reasons in a rationing sys-

tem because of their importance

as raw materials for many other

industries.

Mr. Perlman pointed out that

the metal-producing industries

would have to suffer substan-

tially worse oil cutbacks than

average before metal prices

were forced up any higher, since

supplies were at least partially

imported from countries unlikely

to be affected by the energy crisis

Strong tone in wool markets

LONDON, Nov. 20.

CONDITIONS REMAIN very firm

in the Australian wool market,

reports Reuters from Adelaide.

An official report on the latest

sales says competition was keen,

principal buyers being the East

European countries.

At the Newcastle wool sales,

the CAP had become "extremely

expensive." He rejected a French

argument that the European

system of agricultural support

cost only some 54 per cent of

the gross agricultural product,

whereas in the U.S. the cost of

this was some 12 per cent.

This was not comparing like with

like, he said.

The EEC aimed to give

farmers a wool return from the

market and the 54 per cent

was an additional cost. The U.S.

on the other hand, was an open

market where 12 per cent was

the whole cost of its farm

support.

Turning to individual items,

Mr. Godber said the Commis-

sion's proposal for a tax on prac-

tically all milk in times of sur-

pluses was unacceptable to him

in its present form. Rather than

a tax, it would be simpler to cut

the end price of milk. But he

preferred a more selective

approach, as envisaged in the

proposal to tax milk products sold

into intervention, since this was

a direct disincentive to surplus

production.

On cereals, Mr. Godber agreed

with an Italian comment that it

was wrong to think of raising

prices up to the level of wheat

prices since this would put

up livestock feed costs. Why not

bring down the price of wheat

as much as expected.

Mr. Jacques Chirac, the French

Minister, congratulated the

Commission for producing

proposals which did not attack

the fundamental CAP principles.

He described the policy as the

"motor" of Community develop-

ment, and integration and a

"good thing" it had given

stable prices, did not require

unstable intervention buying and

compared with the American

system, was much cheaper.

He admitted the need for im-

provement in market man-

agement, but felt that the proposed

tax on surplus milk would lead

to difficulties. The sheep meat

proposal did not go far enough

and the beef proposal needed

clarification.

Herr Josef Ertl, the German

farm Minister, emphasised that

the conditions were not the same

as when the CAP was set up. At

the outset, there had been a lack

of appreciation of its inter-

dependencies with other Com-

munity policies, notably on the

regional, monetary and economic

policies. This had led to a lack

of appreciation of its inter-

dependencies with other Com

This document contains particulars given in compliance with the Regulations of the Council of the Stock Exchange for the purpose of giving information to the public with regard to Ley's Foundries & Engineering Limited (the "Company"). It is not an invitation to any person to subscribe or purchase any securities of the Company. The Directors collectively and individually accept full responsibility for the accuracy of the information given and confirm, having made all reasonable enquiries, that there are no other facts the omission of which would make any statement herein misleading. Application has been made to the Council of the Stock Exchange for the Ordinary Stock of the Company to be admitted to the Official List. The 5 per cent. Cumulative Preference Stock and the 6 per cent. Cumulative Preference Stock of the Company are already admitted to the Official List.

LEY'S FOUNDRIES & ENGINEERING LIMITED

(Incorporated under the Companies Act, 1929)

SHARE CAPITAL

Authorised		Issued and fully paid
£		£
450,000	in 450,000 5 per cent. Cumulative Preference Stock Units of £1 each	450,000
1,100,000	in 1,100,000 6 per cent. Cumulative Preference Stock Units of £1 each	1,100,000
3,000,000	in 12,000,000 Ordinary Stock Units of 25p each	2,475,000
4,550,000		4,025,000

Following the introduction of the imputation tax system on 1st April, 1973, the effective rates of dividend on the 5 per cent. Cumulative Preference Stock and on the 6 per cent. Cumulative Preference Stock are 3.5 per cent. and 4.2 per cent. respectively with associated tax credits available to Stockholders resident in the United Kingdom.

The 3,000,000 Ordinary Stock Units of 25p each issued by way of capitalisation of reserves on 28th October, 1973 rank *pari passu* in all respects with the 6,800,000 Ordinary Stock Units of 25p each previously in issue save only that they do not rank for any dividend declared or to be declared in respect of the Company's year ended 30th September, 1973.

INDEBTEDNESS

The Company has outstanding an unsecured United States Dollar loan equivalent to £24,483 at the rate of exchange ruling on 9th November, 1973, which is repayable on or before 23rd September, 1975.

Save as aforesaid, and apart from intra-group indebtedness, neither the Company nor any of its subsidiaries has outstanding any loan capital, mortgages, charges or other borrowings or indebtedness in the nature of borrowings, including bank overdrafts and liabilities under acceptances or acceptance credits, hire purchase commitments or, save in the ordinary course of business, guarantees or other material contingent liabilities.

BANKERS TO THE INTRODUCTION

Kleinwort, Benson Limited,
20 Fenchurch Street, London, EC3P 3DB.

DIRECTORS

Francis Douglas Ley, M.B.E., (Chairman) Shirley House, Brailsford, Derbyshire.
Iain Francis Ley, (Deputy Chairman and Chief Executive) Fauld Hall, Tisbury, Staffordshire.
Sir Gerald Gordon Lay, Bart., (Non-executive Director) Lazonby Hall, Penrith, Cumberland.
Ralph Scoble Binmore, (Non-executive Director) 12 Waterside Road, Paignton, Devon.
Denis Featherstone Dodd, (Non-executive Director) 36 Tudor Hill, Sutton Coldfield, Birmingham.

SECRETARY AND REGISTERED OFFICE

John Simpson Binmore, F.C.A., Colombo Street, Derby, DE3 8LY.

BROKERS

Hoare & Co. Govett Limited, Atlas House, 1 King Street, London, EC2V 8DU and The Stock Exchange.
Brewin & Co., Gillett House, 55 Basinghall Street, London, EC2V 5EN and The Stock Exchange.

AUDITORS

Wenham, Major & Co., (Chartered Accountants) 89 Cornhill Street, Birmingham, B3 3BY.

JOINT REPORTING ACCOUNTANTS

Wenham, Major & Co., (Chartered Accountants) 89 Cornhill Street, Birmingham, B3 3BY.
Price Waterhouse & Co., (Chartered Accountants) 3 Frederick's Place, Old Jewry, London, EC2R 8DB.

SOLICITORS

Slaughter and May, 35 Basinghall Street, London, EC2V 5DB.

BANKERS

National Westminster Bank Limited, Market Place, Derby, DE1 3QF.

REGISTRAR AND TRANSFER OFFICE

John Simpson Binmore, F.C.A., Colombo Street, Derby, DE3 8LY.

HISTORY

The Company was incorporated in England as a public company on 9th January, 1937 to acquire the issued share capital of Ley's Malleable Castings Company Limited ("Ley's") and of Ewart Chainbelt Company Limited ("Ewart"). Later that year the Company's 5 per cent. Preference Stock was admitted to the Official List of The Stock Exchange.

The business of Ley's was founded in Derby in 1874 by Sir Francis Ley, Bart., the grandfather of the present Chairman of the Company, and Ley's was incorporated as a private company in 1887. The principal business of Ley's has always been the manufacture of malleable iron castings. This was extended at an early stage to include the manufacture of malleable iron chain and subsequently the manufacture and installation of complete conveying systems and in 1918 Ewart was incorporated as a private company to take over these latter activities from Ley's.

In 1960, the Company acquired the issued Ordinary share capital of W. Shaw & Co. Limited ("Shaw"), an old-established steel foundry in Middlesbrough. The Company has two overseas trade investments: in 1962 it subscribed for a minority interest, which was subsequently increased to 38 per cent. of the Ordinary share capital, in J. & C. Malleable (Proprietary) Limited ("J. & C. Malleable"), a malleable iron foundry in South Africa, and in 1965 it subscribed for approximately 9 per cent. of the Ordinary share capital of Aranzabal S.A. ("Aranzabal"), a company incorporated in Spain whose principal activity is the manufacture of steel and malleable iron castings.

BUSINESS

The business of the Company and its subsidiaries (the "Group") now comprises the manufacture of malleable and grey iron castings, the manufacture of chain and other mechanical handling equipment and the manufacture of steel castings.

Malleable and Grey Iron Castings
Ley's is the largest producer of malleable iron castings in the United Kingdom and in the year ended 30th September, 1973 sold approximately 64,000 tons of malleable and grey iron castings for approximately £11.4 million.

Malleable iron castings account for over 85 per cent. of the output of Ley's and are sold under the registered trade marks of "Black Heart", "Lapex" and "Lemax". They are both highly ductile and easily machined and are therefore able to meet the need for relatively complex components where strength and shock resistance are desirable. Amongst other applications, they are used in the manufacture of axles, steering boxes, hubs and suspension systems for motor vehicles.

In the year ended 30th September, 1973 approximately 54 per cent. in value of the sales of Ley's was to four major United Kingdom motor vehicle manufacturers, two of whom accounted for approximately 48 per cent. Another 16 per cent. was sold to a major United Kingdom manufacturer of agricultural and industrial tractors and 3 per cent. to a major European motor vehicle manufacturer.

Most of the remainder of the production of Ley's is used as components in the engineering industry, including the motor component industry, and in the year ended 30th September, 1973 approximately 2 per cent. was sold to Ewart.

Ley's has contracted to supply, for the three years from 1st January, 1973, 80 per cent. of British Rail's requirements for malleable iron inserts for concrete sleepers and this contract is expected to represent sales of approximately 5,000 tons per annum. In the last six months, Ley's has started to deliver substantially increased quantities of malleable iron castings to manufacturers of motor vehicles and components in the United States of America.

The main foundry of Ley's is in Derby and it also has a substantial foundry in Lincoln. Following capital expenditure of over £10 million in the last 10 years, Ley's now has a total of eight mechanized moulding lines at the two foundries with the capacity to produce approximately 90,000 tons of malleable and grey iron castings each year.

Ley's maintains an experienced team of technical staff who are responsible for the quality of existing products and the development of new production methods. They are also available to advise customers on aspects of design of new products.

Ley's obtains substantially the whole of its requirements for raw materials, mainly foundry coke and steel scrap, in the United Kingdom. The foundry coke is supplied by the National Coal Board and Ley's obtains steel scrap from over 15 suppliers.

The Group has long-term agreements with both J. & C. Malleable and Aranzabal for the provision to them of technical assistance. The Group's income from these agreements is not material to profits as a whole.

Mechanical Handling Equipment

Ewart's products are used mainly for materials handling and consist of malleable iron and steel chain, elevators, conveyors and screw conveyors. Ewart also designs, manufactures and installs complete elevator and conveying systems to customers' specifications. In the year ended 30th September, 1973 Ewart's sales were approximately £1.7 million.

Ewart's products are sold to a wide range of customers throughout the world. During the year ended 30th September, 1973 approximately 48 per cent. in value of Ewart's sales was exported to over 55 countries; about two-thirds of this percentage was to the American Continent and the Caribbean.

In addition to sales representatives in the United Kingdom, Ewart has two sales representatives who are responsible for the Far East and Latin America respectively as well as local agents or distributors based in 48 countries.

Ewart operates from modern premises adjacent to those of Ley's at Derby and there exists a high degree of co-operation between the two companies. Ewart obtains from Ley's substantially the whole of its requirements for castings for the production of malleable iron chain.

Steel Castings

Shaw, which is based in Middlesbrough, produces steel castings, some of which are fully machined. Shaw's sales in the year ended 30th September, 1973 were approximately £1.2 million. The castings weigh up to 16 tons and are sold principally to companies engaged in heavy engineering and shipbuilding.

In the year ended 30th September, 1973 Shaw sold its products to over 120 customers of which three accounted for approximately half of Shaw's total sales. Although Shaw's direct exports were negligible during that year, its castings are used as components by exporters of capital equipment.

MANAGEMENT AND EMPLOYEES

Mr. F. D. Ley, who is aged 66, has been Chairman of the Company since 1944. He has spent the whole of his working life with the Group and is a past Chairman of the National Association of Malleable Ironfounders.

Mr. I. F. Ley, the Chief Executive of the Group, was appointed an executive Director in 1958 and Deputy Chairman in 1972. Aged 39, he has been employed by the Group for 19 years and is Chairman of the Council of Iron Foundry Associations and of the European Malleable Committee of the Comité des Associations Européennes de Fonderie. He is also a past Chairman of the National Association of Malleable Ironfounders.

The three other Directors are non-executive. Sir Gerald G. Lay, Bart., who is aged 71, has been a Director since 1945. Mr. R. S. Binmore, a Chartered Accountant, joined the Group in 1942 and was appointed a Director of the Company in 1957. He is aged 63. He was Financial Director and Secretary of Ley's from 1950 to 1970, Financial Director of Ewart from 1961 to 1972 and Financial Director of Shaw from 1960 to 1970. Mr. D. F. Dodd, aged 59, is also a Chartered Accountant and is Chairman of The British Rollmakers Corporation Limited and Concentric Limited. He has been involved with the Group's affairs since 1946, having previously been a partner in Wenham, Major & Co., the Group's Auditors.

The Board of the Company, which is responsible for the overall financial control and development of the Group, is supported by the following experienced executive Directors of the three operating subsidiaries:

Ley's	Age	Years service with Group	Responsibilities
Mr. J. Hill, F.I.M., F.I.Prod.E.	56	27	General Manager
Mr. D. G. Pollard	52	28	Sales
Mr. E. Skelton	48	25	Works Manager—Lincoln

Mr. J. S. Binmore, F.C.A.	35	8	Finance
---------------------------	----	---	---------

Mr. D. H. Goss, F.I.Mech.E., F.I.Prod.E.	46	23	General Manager
--	----	----	-----------------

Mr. C. G. Wildsmith, B.A.	43	18	Sales
---------------------------	----	----	-------

Mr. F. M. Goss, F.C.A.	62	26	Finance
------------------------	----	----	---------

Mr. G. R. Shaw, M.A.	53	21	Managing Director
----------------------	----	----	-------------------

Mr. J. B. Walker, F.C.M.A.	54	19	Finance and Sales
----------------------------	----	----	-------------------

Mr. J. G. G. Shaw	25	7	Works Manager
-------------------	----	---	---------------

The Group has over 3,350 employees, of whom approximately 2,000 work in Derby. Many of the past and present employees have served with the Group over a long period. Relations between management and employees are good and are a matter to which the Group, with its family traditions, attaches great importance.

LAND AND BUILDINGS

The Group's properties, all of which are freehold, comprise mainly the industrial works at Derby, Lincoln and Middlesbrough, together with the associated administrative offices and laboratories. The buildings are of various ages and construction, but with considerable recent additions and improvements. In addition to these industrial buildings, there are substantial car parks at all premises.

The Group's properties have been valued as at 1st October, 1973, on the basis of a sale in the open market with vacant possession, by Hampton & Sons, Surveyors and Valuers, as follows:—

Premises	Acres	Valuation
Ley's Malleable Castings Company Limited, Colombo Street, Derby, DE3 8LY.	29.65	£1,535,000
Ley's Malleable Castings Company Limited, Station Road, North Hykeham, Lincoln, LN6 9AS.	69.40	675,000
Ewart Chainbelt Company Limited, Colombo Street, Derby, DE3 8LY.	3.26	340,000
W. Shaw & Co. Limited, Forty Foot Road, Middlesbrough, Teesside, TS21 1HL.	8.83	295,000
	111.14	£2,845,000

- Notes:—
(1) The covered floor area of the Derby premises of Ley's amounts to 835,677 square feet of which approximately 28,000 square feet is represented by offices and laboratory buildings.
(2) The covered floor area of the Lincoln premises of Ley's amounts to 382,463 square feet, of which approximately 9,800 square feet is represented by offices and laboratory buildings. The land at Lincoln includes 25 acres of former general workings, which have been filled with loamy waste, together with extensive playing fields.
(3) The covered floor area of Ewart's premises amounts to 96,022 square feet, of which approximately 8,800 square feet is represented by offices.
(4) The covered floor area of Shaw's premises amounts to 157,533 square feet, of which approximately 6,000 square feet is represented by offices.

WORKING CAPITAL

The Directors are of the opinion that the Group has sufficient working capital available for its present purposes.

PROFIT, DIVIDENDS AND PROSPECTS

Profit and Dividends

Since the greater part of the output of malleable iron castings of Ley's is sold to the United Kingdom motor industry, the level of activity in that industry is a major determinant of the Group's profitability. In the year ended 30th September, 1970, the Group's profit was reduced as a result of the unofficial stoppages and strikes in the United Kingdom motor industry and motor component industry, while the fall in the Group's profit in the year ended 30th September, 1972 was principally due to the low level of demand in the United Kingdom for heavy commercial vehicles and agricultural tractors. In addition, the Group's production in the latter year was seriously curtailed as a result of the industrial dispute in the mining industry.

During the greater part of the year ended 30th September, 1973 the Group benefited from an increased level of demand from the United Kingdom motor industry and activity in the main sectors of the Group's operations was at a much higher level than in the previous year. However, towards the end of the year output was affected by a strike at one of the Group's main customers and by a temporary dislocation of production at the Ley's foundry in Lincoln following the introduction of an additional shift. Apart from these factors experience has shown that the profit during the second half of the financial year is usually less than that of the first half, due mainly to the incidence of the holiday periods of both the Group and its customers.

The unaudited accounts for the half year ended 31st March, 1973 show a consolidated profit before taxation of £592,550. Based on unaudited management accounts, prepared using the accounting policies adopted by the Group and shown in the Accountants' Report set out below, the Directors estimate that the Group achieved a consolidated profit before taxation of approximately £950,000 for the year ended 30th September, 1973. In preparing these accounts it has been assumed that trading conditions affecting the Group and its customers after 30th September, 1973 will be such as to permit the normal process of realisation of the stocks held by and debts due to the Group at that date.

In the absence of the present legislation relating to the control of dividend payments and on the basis of this estimate of profit, the Directors would have recommended payment in respect of the year ended 30th September, 1973 of total dividends (including the associated tax credits) equivalent to 3.5p per Ordinary Stock Unit now in issue.

Under present legislation, however, the total Ordinary dividend payment for that year is limited to an increase of 5 per cent. over the previous year. Accordingly the Directors intend to recommend a final dividend in respect of the year ended 30th September, 1973 of 1.031p (including the associated tax credit) on the Ordinary Stock Units in issue prior to the capitalisation issue on 28th October, 1973. This dividend will be payable in March, 1974. The total Ordinary dividends (including the associated tax credits) paid or to be paid in respect of the year ended 30th September, 1973 amount to £216,546, which is equivalent to 2.197p per Ordinary Stock Unit now in issue.

Under present legislation there is no limitation on the dividends payable by the Company in respect of the financial year in which the listing of the Ordinary Stock on The Stock Exchange is granted and in respect of the subsequent year. Thereafter, under present legislation, increases in dividends would again fall within the statutory controls. The Directors anticipate that they will be able to recommend the payment of total Ordinary dividends of not less than 3.5p (including the associated tax credits) per Ordinary Stock Unit now in issue for the year ending 30th September, 1974 assuming listing is granted during this financial year. For the current year ending 30th September, 1974 and for future years, it is intended to pay an interim dividend in June and a final dividend in March.

The following table illustrates the appropriation of a consolidated annual profit before taxation of £950,000, assuming payment of total Ordinary dividends amounting to 3.5p (including the associated tax credits) per Ordinary Stock Unit and corporation tax at 50 per cent. —

	£	£
Profit before taxation		950,000
Less: Corporation tax		475,000
Profit after taxation		475,000
Less: Net cost of Preference dividends		61,950
Earnings attributable to Ordinary Stock		413,050
Ordinary dividends	242,550	242,550
Associated tax credits at 30 per cent.	103,950	
Gross Ordinary dividends (equivalent to 3.5p per Ordinary Stock Unit of 25p)		346,500
Retained profit		170,500

If the above table had been prepared on the basis of the actual total dividends paid or to be paid in respect of the year ended 30th September, 1973 and an average corporation tax rate of 45 per cent. (being the average rate which will apply to the Company for that year assuming a corporation tax rate since 31st March, 1973 of 50 per cent.), the earnings attributable to Ordinary Stock would have been £447,276 and the retained profit would have been £295,693.

Prospects

Ley's is still benefiting from the increased level of demand from the United Kingdom motor industry and in the first five weeks of the current year ending 30th September, 1974 production throughout the Group has been running at a higher level than in the corresponding period of the previous year. Although Ley's has sufficient plant capacity available to take advantage of a substantial increase in demand there is at present a shortage of labour which could affect efforts to expand output.

In order to reduce the dependence on the United Kingdom motor industry Ley's has been increasing its exports of malleable iron castings. Following the recent closure of a number of foundries in the United States of America and the change in value of the pound sterling, the Directors consider that the products of Ley's now have a competitive advantage in a number of overseas markets. Orders have been received from motor vehicle and component manufacturers in the United States of America and during the current financial year the Directors hope to export around 15 per cent. of the total tonnage output of Ley's.

As a result of the high proportion of export and replacement sales Ewart has been able to achieve a steady growth of sales in recent years and the Directors are hopeful that this growth will continue in the future.

The demand for the steel castings made by Shaw fluctuates with the level of activity in the heavy engineering and shipbuilding industries. At the present time Shaw's orders are approximately 30 per cent. higher than a year ago.

The Directors are not able to assess the extent to which the Group's production would be affected by any interruptions to power supplies.

The Group pays particular regard to the need to reduce the environmental pollution which may be caused by foundry activities. At the present time an executive committee of Ley's is studying the effect of new regulations regarding pollution as a result of which the Directors anticipate that the Group may be required to install additional equipment during the next five years. The Directors are confident, however, that the capital expenditure on such equipment can be provided from the Group's available cash resources.

ACCOUNTANTS' REPORT

The following is a copy of the Report by Wenham, Major & Co. and Price Waterhouse & Co. addressed to the Directors of the Company and Kleinwort, Benson Limited:—
16th November, 1973

We have examined the books and audited accounts of Ley's Foundries & Engineering Limited (the "Company") and its subsidiaries, all of which are wholly-owned, (collectively referred to as the "Group") for the periods from 1st October, 1967 to 30th September, 1972.

ACCOUNTING POLICIES
The significant accounting policies adopted in arriving at the financial information set out in this Report are as follows:—

Basic consolidation
The Group accounts incorporate the results of the Company and of the subsidiaries, all of which have had accounting periods co-terminous with that of the Company throughout the period.

Turnover
Turnover represents the total amount receivable for goods sold outside the Group in the ordinary course of business.

Depreciation
No depreciation is provided on freehold land. Depreciation on all other fixed assets is provided at rates estimated by the Directors to write off the cost of the assets by equal annual instalments over their useful lives.

Repairs and renewals
Repairs and renewals, including major repairs, are charged to revenue in the year in which expenditure is incurred.

Research and development
Expenditure on research and development is charged to revenue in the year in which it is incurred.

Stocks
During the period under review, stocks have been valued consistently at the lower of cost, including an appropriate proportion of works overheads, and net realisable value.

Investment and development grants
The benefit of grants received in respect of capital expenditure is spread over the effective lives of the assets to which it relates and applied in reduction of the depreciation charge over these periods.

Deferred taxation
Provision has been made for Corporation Tax deferred by reason of the excess of the allowances granted for taxation purposes over the provision for depreciation on assets eligible for such allowances. In years in which there was a change in the rate of Corporation Tax the appropriate amount has been added to or withdrawn from deferred taxation so as to re-state the opening balance at the new rate. At 30th September, 1972 the balance of deferred taxation is stated in terms of Corporation Tax at a rate of 40 per cent., but with effect from 1st October, 1972, the Directors intend to adopt the deferred method, proposed as an accounting standard by the joint accountancy bodies, under which, *inter alia*, (a) no adjustment will be made to past provisions in respect of changes in rates of tax and (b) provision will be made each year for tax at the average rate in force for that year.

TURNOVER, PROFIT AND DIVIDENDS
The turnover and profit of the Group, and dividends of the Company, for the five years ended 30th September, 1972, based on the amounts shown in the audited accounts and after making such adjustments as we consider appropriate, are as follows:—

Years ended 30th September	1968	1969	1970	1971	1972
Turnover	£200	£200	£200	£200	£200
Cost of sales	9,174	10,754	10,774	13,689	11,041
	8,134	9,284	10,073	12,411	10,731

Including:—
Depreciation 871 864 943 948 974
Investment and development grant release (69) (74) (103) (116) (119)

Profit on trading 1,040 1,470 701 1,278 310
Interest received (net) 32 108 106 108 62
Income from unquoted investments 21 25 33 22 2

Profit before taxation 1,153 1,603 846 1,406 394

Taxation:—
Corporation Tax payable on the profit of the year 488 658 289 468 75
Deferred taxation 16 30 42 77 73

Deferred taxation—change in rate of tax 504 688 331 545 148

Profit after taxation 16 32 (33) (36) —

Profit after taxation 504 720 288 508 148

Gross dividends on Preference Stock 648 885 548 897 348

Profit attributable to equity 56 88 88 88 88

Gross dividends on Ordinary Stock 560 794 459 808 167

Balance added to/(withdrawn from) reserves 123 205 205 205 205

Profit attributable to equity, expressed in terms of pence per Ordinary Stock Unit of 25p, adjusted to allow for the capitalisation issue of 3,000,000 Stock Units in October 1973, following which 9,800,000 Stock Units are now in issue, is as follows:—

Years ended 30th September	1968	1969	1970	1971	1972
	5.7p	8.0p	4.5p	8.2p	1.6p

Throughout the period covered by this Report, the dividends due on the 5 per cent. and 6 per cent. Cumulative Preference Stocks have been paid. Total dividends of £123,750 (7½ per cent.) were paid in respect of the year ended 30th September, 1968 on the Ordinary Stock in issue. For each of the four years ended 30th September, 1972 total dividends of £208,250 (12½ per cent.) were paid on the Ordinary Stock in issue.

BALANCE SHEETS
The following are the balance sheets of the Company and the Group at 30th September, 1972, based on the amounts shown in the audited accounts at that date and after making such adjustments as we consider appropriate:—

Gross dividends on Ordinary Stock	123	206	206	206	208
Balance added to/(withdrawn from) reserves	437	688	253	602	(48)

The profit attributable to equity, expressed in terms of pence per Ordinary Stock Unit of 25p, adjusted to allow for the capitalisation issue of 3,300,000 Stock Units in October 1973, following which 9,900,000 Stock Units are now in issue, is as follows:—

1966	1969	1970	1971	1972
------	------	------	------	------

SHARE CAPITAL

in Ordinary Shares of £1 each

£630,000

1. *Chlorophyll a* and *Chlorophyll b* were determined by the method of Lichtenthaler and Whistler (1973). The total chlorophyll content was determined by the method of Arar and Johnson (1977). The carotenoid content was determined by the method of Lichtenthaler and Whistler (1973). The total carotenoid content was determined by the method of Arar and Johnson (1977). The total protein content was determined by the method of Lowry et al. (1951). The total lipid content was determined by the method of Bligh and Dyer (1959). The total carbohydrate content was determined by the method of Dubois and Gilles (1950). The total nucleic acid content was determined by the method of Burton (1956). The total ash content was determined by the method of AOAC (1970). The total water content was determined by the method of AOAC (1970). The total dry weight was determined by the method of AOAC (1970). The total organic matter content was determined by the method of AOAC (1970). The total inorganic matter content was determined by the method of AOAC (1970). The total mineral content was determined by the method of AOAC (1970). The total nutrient content was determined by the method of AOAC (1970). The total quality index was determined by the method of AOAC (1970).

REGISTRARS
SAVE AND PROSPER REGISTRARS LIMITED
4, Great St. Helens, London, EC2D 3EP

REGISTRARS
SAVE AND PROSPER REGISTRARS LIMITED
4, Great St. Helens, London, EC3P 3EP.

Dated 19th November, 1973.

BUSINESS OPPORTUNITIES

Doing Business in Italy?

We help companies to establish in Italy or to expand and improve their existing operations. Our services include—

- seeking out and negotiating mergers and acquisitions
- advice on representation and licensing
- corporate planning and marketing development
- financial planning and programmes
- property transactions

RTA RAY THOMPSON ASSOCIATES
INTERNATIONAL BUSINESS CONSULTANTS
Corso Venezia 2a, Milan Tel: 778.746

CORRUGATED
CARTONS
CUSTOM MADE

5 WEEKS

SINGLE OR
DOUBLE WALL

Single Colour Printing Only

Clifford-Smith & Son Ltd.
62 Sunningdale Road,
CHEAM, Surrey.
Tel. 01-444 6182.
Telex 947208

GENEVA

Full Service is our Business

- Law and taxation.
- Mailings, telephone and telex services.
- Translations and secretarial services.
- Executive offices and conference rooms for short or long term rentals.
- Formation, demerger and administration of Swiss and foreign companies.

Full confidence and discretion assured.

Business Advisory Services

5, Rue Pierre-Fatio, 1204 Geneva, Tel. 0041-22-7202

Jordans

KNOW MORE
ABOUT YOUR
COMPETITORS

Their files at Companies House are full of vital facts and statistics.

Our researchers there can give you rapid access at very low cost. Ask for full details.

Tel: 01-253 3030 Telex 261010

Jordans

RELEASE YOUR
OWN CASH

By discounting your invoices 95% paid by return on approved accounts.

Mortgages also purchased.

Phone A. J. RATCLIFFE

Bolton 66813/6. Telex 63415.

FRANCE

Under capitalised entrepreneur has

attractive business opportunity for

development. 11 hours South of Paris

needing 800,000 francs for purchase. See

Property Company to provide guarantee in U.K. or France for loan. Double

your money possible. Write Box E.1708, Financial Times, 10, Cannon

Street, EC4A 4BY.

WANTED

Second hand Copper, Nickel and Chrome Electroplating line. Manual or Automatic.

M. R. Cook, Chartered Accountant.

Tel: Chapel Brampton 3449.

ACCOMMODATION

Your own large desk and storage space in convenient, quiet office

includes Bond St. accommodation, telephone answering service, heating, lighting, cleaning, rent free

phone. Secular service available at night. Box E.1707, Financial Times, 10, Cannon

Street, EC4A 4BY.

MARINA

Of interest to firms or individuals

wishing to invest in a Marina. The

course of construction is estimated in

two years to show a 50% return. The

return before tax and dividends but

after bank charges. The minimum

investment of £50,000 to £75,000. Principals only. Write to

Box E.1698, Financial Times, 10, Cannon

Street, EC4A 4BY.

MANUFACTURER
REQUIRED

to expand output of established

products in various equipment field.

Suitable for expansion. Terms and

conditions to be discussed. Write Box

E.1699, Financial Times, 10, Cannon

Street, EC4A 4BY.

SMALL LONDON
QUOTED COMPANY

Seeking property investment or

development company in exchange for

cash. Reply in the strictest confidence to

The Chairman, Mr. J. Goodman.

SWITS LIMITED, 6, Welbeck Street, London W1M 5BS

Tel: 01-436 3551

VENTURE AND EXPANSION
FINANCE

For propositions of any size

through

BAYBROOK INVESTMENTS LTD., 4

Lislefield Corner, Redhill Surrey

RH1 1BB. (Tel. 07545)

WINE INVESTMENT

F.T. Share Index Nov. 1963: 397.1

Nov. 1973: 398.8. Inflation 1963: 4.8%

4.8%. HAVE YOUR INVESTMENTS

KEPT PACE WITH INFLATION? Between

1971 and 1973 Value of your money

has more than trebled in value. We

specialise in wine investment. It costs

you nothing to talk to us. Dr. Norman

College Cellar, 01-935 0648.

APPROVED TRADE BILLS
DISCOUNTED

PRINCIPALS ONLY

11% per month.

Write Box E.1603, Financial

Times, 10, Cannon Street,

EC4A 4BY.

INSURANCE
BROKERS

We are interested in principals in

purchasing a sound, well established

business in either of the following

categories: (a) Insurance, (b) Finance

or (c) any other business. The business

should be profitable and have a good

reputation. Write to: Mr. J. Goodman,

SWITS LIMITED, 6, Welbeck Street,

London W1M 5BS. Tel: 01-436 3551.

DIVERSIFICATION? Engineering marine

products offered in exchange for

cash. Reply in the strictest confidence to

The Chairman, Mr. J. Goodman.

SWITS LIMITED, 6, Welbeck Street,

London W1M 5BS. Tel: 01-436 3551.

SALES AND DESIGN company of

Mechanical and Electrical products, which

to be fabricated and assembled. Write

Box E.1699, Financial Times, 10, Cannon

Street, EC4A 4BY.

COMPANIES with sole assets in cash

at Newmarket. December sales to state

at top level. Management by well

known stockbroker agency. Good

potential return on investment. Write to

The Secretary, S. Westlands Road,

Lidfield, Essex.

OPPORTUNITY TO JOIN
SELECT SYNDICATE

To buy first class T.B. brood mares

at Newmarket. December sales to state

at top level. Management by well

known stockbroker agency. Good

potential return on investment. Write to

The Secretary, S. Westlands Road,

Lidfield, Essex.

DANISH MANUFACTURER OF
COFFEE/MAKER
HEAT TRAY

wishes to appoint sole distributor with

full marketing and service facilities.

Can be made own brand. Write

Box E.1699, Financial Times, 10, Cannon

Street, EC4A 4BY.

JEM ELECTRIC TYPEWRITERS. Factory

reconditioned and repaired by JEM.

Buy your own typewriter for £15.00

from £14.97 only. Write Box E.1708,

Financial Times, 10, Cannon Street,

EC4A 4BY.

SALES AND DESIGN company of

Mechanical and Electrical products, which

to be fabricated and assembled. Write

Box E.1699, Financial Times, 10, Cannon

Street, EC4A 4BY.

COMPANIES with sole assets in cash

at Newmarket. December sales to state

at top level. Management by well

known stockbroker agency. Good

potential return on investment. Write to

The Secretary, S. Westlands Road,

Lidfield, Essex.

ENGINEERING COMPANIES
REQUIRED in SHEFFIELD/CHESTERFIELD area,
THE WEST OF ENGLAND, and SOUTH WALES

Our clients are particularly interested in businesses producing a

product and are not interested in subcontract machining. Negotiations

will be treated in strictest confidence and the name of our clients will be

disclosed from the outset.

TYNDALL LIMITED

Please contact: W. Edward, Tyndall Limited, 18 Canynge Road,

Bristol, BS8 1TU.

Telephone: (0272) 32241. Telex: 44885.

ORME DEVELOPMENTS

will buy for cash public and private housebuilders.

All details will be kept entirely confidential.

Contact DENNIS SLEATH at Whetstone House,

The Dicken, High Street, Whetstone, Leicestershire.

Phone Narborough 3421. Principals only.

MANUFACTURER

of small fibreglass family cruisers has

range of boat moulds for sale together

with factory lease including access to

water. For further details please

write to Box E.1701, Financial Times,

10, Cannon Street, EC4A 4BY.

FINANCIAL CONSULTANTS

now free to conduct some fresh

proposals. Firms or companies requiring

additional funds for expansion or

liquidity. An initial consultation will

cost you nothing and may save you a

great deal of trouble.

Contact in confidence Box E.1698,

Financial Times, 10, Cannon Street,

EC4A 4BY.

OPPORTUNITY TO JOIN
SELECT SYNDICATE

To buy first class T.B. brood mares

at Newmarket. December sales to state

at top level. Management by well

known stockbroker agency. Good

potential return on investment. Write to

The Secretary, S. Westlands Road,

Lidfield, Essex.

DANISH MANUFACTURER OF
COFFEE/MAKER
HEAT TRAY

wishes to appoint sole distributor with

full marketing and service facilities.

Can be made own brand. Write

Box E.1699, Financial Times, 10, Cannon

Street, EC4A 4BY.

JEM ELECTRIC TYPEWRITERS. Factory

reconditioned and repaired by JEM.

Buy your own typewriter for £15.00

from £14.97 only. Write Box E.1708,

Financial Times, 10, Cannon Street,

EC4A 4BY.

SALES AND DESIGN company of

Mechanical and Electrical products, which

to be fabricated and assembled. Write

Box E.1699, Financial Times, 10, Cannon

Street, EC4A 4BY.

COMPANIES with sole assets in cash

at Newmarket. December sales to state

at top level. Management by well

known stockbroker agency. Good

potential return on investment. Write to

The Secretary, S. Westlands Road,

Lidfield, Essex.

FINANCIAL TIMES CONFERENCE

Tunnel estimate now £1,200m.

REAL COST of the Channel Tunnel would be £1,200m, not £848m, a Financial Times conference in London on transport links with the Continent was told yesterday.

Mr. Alastair Frame, managing director and project manager of the British Channel Tunnel Company, had claimed that the estimated costs of the project were realistic and that when the promoters reassessed the scheme in 1975 there would be an even stronger case.

But Mr. Alan Cornish, principal of Asco Associates, transport consultants to the Channel Tunnel Opposition Association, argued that current rates of exchange, inflation and bank lending were likely to make a substantial difference to the estimate of £848m, at 1980 prices, "By substantial 1 I mean that the true estimated cost must now be approaching £1,200m, not including the £250m, or more at 1980 prices for the special London-Folkestone rail link," he said.

Mr. Frame said the final project was a sound business proposition. Before his own company—Rio Tinto Zinc Development Enterprises Ltd.—of which he was managing director, decided to take a shareholding, it looked at the alternative forms of cross-Channel transport including vertical take-off aircraft and helicopters. It concluded there were only two methods of catering for future cross-Channel traffic, an expansion of existing means and the construction of a fixed-link Channel tunnel.

Shuttle service

Mr. Frame said one of the main criticisms of the project was the adverse environmental effect of a shuttle service with its attendant development at Folkestone and Calais.

Yet to meet the demands for cross-Channel facilities by 1980 and the estimated two-fold increase in the number of cars, there would have to be major developments to Folkestone and Dover, and major roads would have to be constructed through those towns if there was no tunnel.

With a direct link between the terminal facilities at Cheriton and the motorways there would be an improvement to the environment of Kent—traffic would go from the towns on to the motorway.

Mr. Cornish said the proposed tunnel would finish up carrying a substantial proportion of traffic—all of our traffic with Europe. It had to do so to show any return on the huge investment.

"We are essentially speaking of the replacement of the ferries, nothing less. For this reason we must contemplate the withdrawal of all ferry services from at least the Kent and Sussex ports within three to five years of the tunnel opening—probably after a ruinous price war."

Back-up system

This could mean the absence of any alternative back-up system within 100 miles drive of the U.K. tunnel end—Southampton, or perhaps Mafin, would be the nearest diversion ports. What would happen in the event of some disruption to Channel tunnel services?

"Figures have been faked, and matters of great economic importance to long-term operation, like the possibility of accidents or bomb attacks, have been omitted from the calculations."

Mr. Cornish argued that the fares policy of the ferry operators was wrong, and fares were too high: it was this that handicapped our trade with Europe, not 21 miles of water.

The sponsors of their project might protect the environment from increasing traffic by switching it from road to rail, said Mr. Cornish. This was most doubtful. Rail ferry services through the Kent ports were suffering from many years of neglect and underinvestment. The French had contingency plans for a rail ferry terminal modernisation to improve the speed of rail ferries if the tunnel project was abandoned.

Dover plan

The Dover Harbour Board had submitted plans for a new marine terminal complex including modern train ferry facilities which would boost capacity at Dover by 275 per cent. This would provide more capacity than the proposed tunnel—it would be in operation by 1977-78 and cost only £34m net.

Mr. Cornish said the huge terminals proposed for Cheriton and Calais for loading and unloading would allow every inbound juggernaut to switch on to the roads of Kent at the first possible moment, and every outbound juggernaut to stay on the roads until the last possible moment before it got to Folkestone.

"The current design would be

an environmental disaster of the highest possible magnitude... it would draw into Kent great volumes of freight traffic which now pass through our east coast ports to the continent," he said.

Mr. Henry Marking, group managing director of British Airways, said the airlines faced competition on the three busiest routes to Paris, Brussels and Amsterdam. "Present forecasts suggest that the tunnel will take a considerable slice of traffic from these routes, particularly holiday or leisure traffic."

Airline spur

"We believe we can take measures to minimise the loss. Competition is often a spur to the development of new products. To this end, the European Division of British Airways is actively studying the introduction of air shuttle services, on which a passenger simply has to arrive at the published time and will fly—buying his ticket on board."

Mr. John Peyton, Minister for Transport Industries, said the Government had to handle ever-increasing traffic in the south-east and a railway tunnel was probably the cheapest and most efficient means of doing so. Some of the traffic would take to the railway, and long-haul operations would benefit British Rail. The impact of a tunnel on Kent was likely to be less bruising than relying on existing means.

Mr. Peyton said 23m. people travelled in 1971 between the United Kingdom and those coun-



Mr. A. Cornish (left) of AFCCO Associates, and Mr. A. Frame of the British Channel Tunnel Company.

tries in Europe that a tunnel might serve: 55 per cent of the passengers and 64 per cent of the vehicles used Dover and Folkestone.

Lorries using Dover this year would be nearly double the number in 1971. "This traffic involved substantial expenditure on roads, port facilities, ships and aeroplanes. Roads in Kent were inadequate and the congestion at Dover and Folkestone showed what would happen if more traffic was pushed through these ports."

The choice was either to continue to spend massively on developing and increasing the present means or a fixed link, it would be idiotic as well as mis-

Hereford
£8m. plan
for shops
and offices

By Peter Riddell, Property Correspondent

PROPOSALS for an £8m. central area shopping and office redevelopment in the centre of Hereford have been outlined by Pagebar Investments, which is run by Mr. Harvey Lewis and is an associated company of David Samuel Trust.

The scheme is subject to planning consent by the Hereford City and County Councils. It will occupy a six-acre site bounded by Eign Gate, Widemarsh Street, New Market Street and Edgar Street—an area which the County plan identifies as suitable for central area development.

If approved the project will provide 207,000 square feet of retailing space, including 80 medium-sized shops and six major units. In addition, the plans allow for 50,000 square feet of offices, parking for more than 1,000 vehicles, a hotel, etc.

Pagebar states that 23 retailers have indicated that when planning permission has been granted they will reserve space amounting to 60 per cent of the shopping precinct. The list includes W. H. Smith, Boots, United Drapery Stores, Great Universal Stores, Safeway and Cammings.

Lambert Smith and Partners and Bernard Thorpe and Partners will be the letting agents. The consultant architect is Ian Fraser, John Roberts and Partners, while the project architect for the centre is Olin John Associates.

All of these securities having been sold, this advertisement appears as a matter of record only.

\$50,000,000

Corning Glass Works

7¾% Sinking Fund Debentures due November 15, 1998



Lazard Frères & Co.

Goldman, Sachs & Co.

Blyth Eastman Dillon & Co.

The

10/11/73

POINTMENTS

Mr. W. Semple on Bentalls Board

Mr. William Semple has been re-elected. Mr. T. M. Evans has been appointed a director of BENTALLS from December 1. Mr. Semple recently resigned as chairman and chief executive of Army and Navy Stores on a change of control of that company.

Mr. M. A. C. Buckley, chairman of Dundee Perth and London Securities, has been appointed to the Board of CHARRINGTON GARDNER LOCKET AND CO.

Mr. Peter Marsh has been appointed a director of the WELLMAN ENGINEERING CORPORATION. He was formerly with Davy Power Gas Corporation.

Mr. E. G. Swidie, a director of ARTHUR GUINNESS SON AND COMPANY (BELFAST), will become managing director to succeed Mr. J. E. Mansfield who retires on January 31. Mr. E. Cunningham and Mr. J. Roux-Lough will be appointed executive directors from January 1.

Mr. Neville Williams, general manager, has been appointed to the Board of SSV, a subsidiary of the Lyndale Engineering Group.

Mr. Sydney J. Wilson has been appointed an executive director of MOFFAT AND BELL.

Mr. A. S. Lambell has been appointed a director of CATEL TRUST.

Mr. Neil J. McKinnon is to retire as chairman of CANADIAN IMPERIAL BANK OF COMMERCE following the annual meeting on December 11.

Mr. Brian Wilkinson has been appointed managing director of GERRARD INDUSTRIES, a subsidiary of Interlake Europe Inc.

Mr. D. A. Stedman had been appointed managing director of WORLD RECORDS, a member of the EMI group. He has been with EMI since 1956 and was appointed general manager of World Record Club in 1970.

Mr. R. E. Blackman, a director of United Dominions Trust, has been appointed to the Board of its subsidiary INTERNATIONAL COMMODITIES CLEARING HOUSE.

Mr. J. J. Hartley and Mr. S. R. Horner have been appointed directors of SIMON ENGINEERING. Mr. J. V. Wilkinson has resigned on leaving the company.

Mr. J. E. Williams has been appointed deputy chairman of FOSTER WHEELER in place of Mr. A. S. Bridgwater, who has

Mr. Colin Davies has been appointed managing director of HOSTESS FURNITURE to succeed Mr. H. Thrift who retires at the end of the year. The company is a member of the BRISTOL STREET GROUP.

Mr. W. A. Lewis has been appointed assistant director of the TRANSPORT AND ROAD RESEARCH LABORATORY.

Mr. Norman Kew has been appointed a local director of the Birmingham district of BARCLAYS BANK.

Mr. R. L. E. Lawrence is to relinquish the managing directorship of the BRITISH RAIL PROPERTY BOARD on January 7 but will continue as chairman. Mr. F. R. Dashwood will become managing director and Mr. E. J. Raxby is to be property director.

Mr. A. W. Westcombe has been appointed a director of F. C. FINANCE and will be responsible for the development of the banking division and allied new business.

Mr. Lance Martin has retired as executive director of the Standard Bank and is now joining LONDON INTERSTATE BANK as senior vice-president and advisory director.

PEGLER HATTERSLEY has made the following Board appointments: Mr. K. Blair (overseas and associated interests), Mr. G. Hanson (general manager industrial valve division), Mr. D. Moore (general manager plumbing products division) and Mr. D. Ogden (group marketing). Mr. W. Lee, group manufacturing director, is to retire from the Board at March 31.

Mr. N. J. Gluckstein has been appointed a director of HIGHGATE DUFAY, a subsidiary of Highgate Optical and Industrial Company.

Mr. J. H. Gwan and Mr. R. F. Worthington have become assistant directors of P. Murray-Jones. Mr. P. W. Barnard and Mr. A. J. R. Allwright have been made associate directors.

Mr. D. B. Moore, general secretary of the TEXTILE INSTITUTE, retires at the end of this month and he will be succeeded by Mr. J. T. Wenham.

From January 1 the responsibilities of the following directors of CIGARETTE COMPONENTS will be: Mr. R. T. Stephenson (Research and Development), Mr. D. R. Townsend (manufacturing) and Mr. J. T. Williamson (Home Sales).



You're thinking beyond national boundaries. What's your best approach for penetrating the U.S. market? Merger? Acquisition? Joint venture? Direct investment? How can you find the right candidate? Where do you turn for financing?

Go any further. The next step is The Northern Trust. THE NORTHERN TRUST BANK.

250 Madison Avenue, New York: One World Trade Center, Suite 3901. London: 100 Old Broad Street, London: EC2M 1JL. Singapore: 100 Raffles Place, Singapore: 0485. Hong Kong: 100 Queen's Road Central, Hong Kong: 222. Manila: 1000 Manila, Philippines: 1000. Cebu: 1000 Cebu, Philippines: 1000. Iloilo: 1000 Iloilo, Philippines: 1000. Zamboanga: 1000 Zamboanga, Philippines: 1000.

Member, Federal Reserve Bank and Federal Reserve System. Member, Federal Reserve Bank and Federal Reserve System. Member, Federal Reserve Bank and Federal Reserve System.

Member, Federal Reserve Bank and Federal Reserve System. Member, Federal Reserve Bank and Federal Reserve System. Member, Federal Reserve Bank and Federal Reserve System.

Member, Federal Reserve Bank and Federal Reserve System. Member, Federal Reserve Bank and Federal Reserve System. Member, Federal Reserve Bank and Federal Reserve System.

Member, Federal Reserve Bank and Federal Reserve System. Member, Federal Reserve Bank and Federal Reserve System. Member, Federal Reserve Bank and Federal Reserve System.

Member, Federal Reserve Bank and Federal Reserve System. Member, Federal Reserve Bank and Federal Reserve System. Member, Federal Reserve Bank and Federal Reserve System.

Member, Federal Reserve Bank and Federal Reserve System. Member, Federal Reserve Bank and Federal Reserve System. Member, Federal Reserve Bank and Federal Reserve System.

Member, Federal Reserve Bank and Federal Reserve System. Member, Federal Reserve Bank and Federal Reserve System. Member, Federal Reserve Bank and Federal Reserve System.

Member, Federal Reserve Bank and Federal Reserve System. Member, Federal Reserve Bank and Federal Reserve System. Member, Federal Reserve Bank and Federal Reserve System.

Member, Federal Reserve Bank and Federal Reserve System. Member, Federal Reserve Bank and Federal Reserve System. Member, Federal Reserve Bank and Federal Reserve System.

Member, Federal Reserve Bank and Federal Reserve System. Member, Federal Reserve Bank and Federal Reserve System. Member, Federal Reserve Bank and Federal Reserve System.

Member, Federal Reserve Bank and Federal Reserve System. Member, Federal Reserve Bank and Federal Reserve System. Member, Federal Reserve Bank and Federal Reserve System.

Member, Federal Reserve Bank and Federal Reserve System. Member, Federal Reserve Bank and Federal Reserve System. Member, Federal Reserve Bank and Federal Reserve System.

Member, Federal Reserve Bank and Federal Reserve System. Member, Federal Reserve Bank and Federal Reserve System. Member, Federal Reserve Bank and Federal Reserve System.

Member, Federal Reserve Bank and Federal Reserve System. Member, Federal Reserve Bank and Federal Reserve System. Member, Federal Reserve Bank and Federal Reserve System.

Member, Federal Reserve Bank and Federal Reserve System. Member, Federal Reserve Bank and Federal Reserve System. Member, Federal Reserve Bank and Federal Reserve System.

Member, Federal Reserve Bank and Federal Reserve System. Member, Federal Reserve Bank and Federal Reserve System. Member, Federal Reserve Bank and Federal Reserve System.

Member, Federal Reserve Bank and Federal Reserve System. Member, Federal Reserve Bank and Federal Reserve System. Member, Federal Reserve Bank and Federal Reserve System.

Member, Federal Reserve Bank and Federal Reserve System. Member, Federal Reserve Bank and Federal Reserve System. Member, Federal Reserve Bank and Federal Reserve System.

Maybe our name should be the Mitsubishi Corporate Finance Bank



Actually, it's the Mitsubishi Trust and Banking Corporation. But internationally our speciality is medium and long-term financing to public and private sectors. In fact, we've been a primary source of long-term funds for overseas investment and financing for many years. Large-scale projects such as area development receive our special attention. Write to us for details concerning any area or any project. For long-term, high-value, stable funds we're a source to depend upon.

The MITSUBISHI TRUST and Banking Corporation

LONDON REPRESENTATIVE OFFICE: 77 Colindale Avenue, London NW9 1BE. Phone: 01-583-4888. Cable: MITSUBISHI TRUST LONDON. Telex: 25 7220 MITSUBISHI. NEW YORK OFFICE: 111 Broadway, New York, N.Y. 10038. Phone: 212-661-1000. Cable: MITSUBISHI TRUST. TELEX: 25 7220 MITSUBISHI. SINGAPORE OFFICE: 100 Raffles Place, Singapore. Phone: 222-2222. Cable: MITSUBISHI TRUST. TELEX: 25 7220 MITSUBISHI.

United Fish Canners Limited ("United Fish")

(Incorporated in the Republic of South Africa)

Notice of an Extraordinary General Meeting of Ordinary Shareholders

NOTICE IS HEREBY GIVEN that an extraordinary general meeting of the ordinary shareholders of United Fish will be held in the board room, Oceana House, 20 Lower Burg Street, Cape Town, on Tuesday, 11th December 1973, at 2.45 p.m. (or at the conclusion of the annual general meeting to be held at 2.30 p.m. at the same venue, whichever is the later time) to consider, and if deemed fit, to pass the resolutions necessary:

- to increase United Fish's authorised share capital from R4 000 000 to R7 000 000 by the creation of an additional 3 000 000 ordinary shares of 50 cents each and 3 000 000 "A" ordinary shares of 50 cents each;
- to authorise the directors to allot and issue 2 096 107 ordinary shares and 2 096 107 "A" ordinary shares pursuant to the reorganisation of the fishing interests of the Oceana Group of Fishing Companies;
- to approve the change of name of United Fish to United Oceana Holdings Limited. Full details of these resolutions are contained in a circular to be despatched to United Fish shareholders today.

Registered Office: Oceana House, 20 Lower Burg Street, Cape Town.
By Order of the Board: A. J. F. Low C.A. (S.A.) F.C.I.S. Secretary.
Transfer Secretaries: Spiro-VALL Registrars (Pty) Limited, 8th Floor, Main Central Building, corner Eloff and Main Streets, Johannesburg.
London: Deloitte and Co., 123 Queen Victoria Street, London.
19th November 1973.

SMITHS INDUSTRIES 1973

Results for the year ended 4 August 1973:			
	1972	1973	
Turnover	£94,550,000	£117,000,000	+24%
Trading Profit	£8,427,000	£11,670,000	+38%
Profit before Tax	£7,056,000	£10,548,000	+50%
Profit after Tax	£4,286,000	£6,095,000	+42%

"SMITHS INDUSTRIES TODAY—From a light engineering company, primarily concerned with the manufacture of instruments, Smiths Industries has developed into a major supplier to numerous industries at home and overseas with, in addition, a substantial direct interest in distribution. We are, today, a multi-divisional multi-product manufacturer and distributor of light engineering and electronic products. These changes have accelerated over the last few years with Smiths Industries concentrating its resources on high growth areas of trade, realigning its research and development to be a leader in certain selected spheres of high technology, and re-equipping its factories to take advantage of modern, and usually cheaper, production techniques."

—an extract from the Review by the Executive Chairman, Mr. R. G. Cave, in the Report & Accounts for 1973, copies of which may be obtained from the Secretary—

SMITHS INDUSTRIES LIMITED
CRICKLEWOOD LONDON NW2 6JN

Down another 17 to two year low

FOREIGN EXCHANGES

Sterling firmer

BY OUR WALL STREET CORRESPONDENT

THE ENERGY PROBLEM and way to \$52. But Ford were up on concern about its possible impact \$1 to \$4.33. An official of Ford on the economy next year held out the possibility that it continued to exert downward would have to seek another price pressure on Wall Street to increase sometime during the sending the Dow Jones Industrial 1974 model year in addition to the average to a two year low. The one it is currently seeking.

Halliburton declined \$3 to \$17.34. Hughes Tool \$6 to \$69.1 and Natoms \$2 to \$55.

Nabors were down \$12 to \$42. In Steels, Bethlehem lost \$2 to \$28 and the Steel \$17 to \$32.

The American Oil & Gas Market Value Index dropped 2.38 to 35.30 while declines topped advances by 875 to 111 in a turnover of 4.2m (3.14m) shares.

Campbell Home Bldg's, the most active stock, dipped \$1 to \$31—it expects third-quarter earnings to be well below last year's 12 cents a share.

Trading volume sharply expanded by 1.26m. shares to 23.96m. Brokers said the Stock Market had been demoralized by the threat of a severe economic setback because of the shortage of energy, especially petroleum. Investors were made painfully aware of the problem by recommendations of an Administration Advisory Group for a ban on Sunday gasoline sales and a sharp reduction in the use of heating oil.

News on the oil situation offered little solace to investors. Kuwait National Assembly Deputies called for the outright nationalization of American oil interests in Kuwait and criticized an Arab decision last week to exempt some European countries from further oil production cuts.

In Oils, Exxon dropped \$3 to \$89.55 as crude oil supplies are down about 17 per cent. world and the situation "may get worse," it stated.

Standard Oil of Indiana slid \$2 to \$92.15—its president estimated that crude oil supplies to its U.S. refineries during the remainder of the year would be about 25,000 barrels a day below desired levels.

Texaco was down \$11 to \$282. Mobil \$2 to \$51.

Superior Oil dropped \$13 to \$308 and Getty Oil \$6 to \$138.

Onshore Oil Drillers and Service companies were weak. Halliburton fell \$8 to \$17.34. Seaco \$1 to \$55. Global Marine \$1 to \$12. J. Ray McDermott \$2 to \$57. Veto \$3 to \$25 and Reading and Bates \$11 to \$31.

Chemicals continued to be hit by shortages of petroleum. Dow Chemical \$2 to \$33.

In Motors, General Motors gave

OTHER MARKETS

Canada again lower

Canadian Stock Markets closed sharply lower yesterday.

The Industrial Index was down 3.47 to 217.77. Gold 9.74 to 201.42. Base Metals 3.75 to 97.34. Western Oil 2.89 to 281.85. Banks 7.38 to 273.65. Papers 2.28 to 136.83 and Utilities 1.62 to 141.53.

B.C. Forest Products fell \$2 to \$20. Pacer Development \$1 to \$20 and Kerr Addison Mines \$1 to \$11.

OSLO—Banking and Insurance were barely steady while Industrials and Shipping were easier.

VIENNA—Generally steady in rather listless trading. Banks suffered moderate losses.

COPENHAGEN—Market con-

tinued to move lower in moderate dealings.

SWITZERLAND—Markets were slightly lower in limited trading. Banks regained part of earlier losses, with Bankgesellschaft very steady. Contil were notably weaker. Financials while Presse-Finanz were resistant against the general trend. Rueckversicherung Beater declined markedly on a slightly irregular insurance.

Chemicals fluctuated narrowly. Hoffmann-La Roche lost \$1.35 to \$130.00. Foods and Engineering drifted lower. Pailard Beater and Suter Participation Certificate were among isolated firm spots. Alnusuisse declined.

In the Foreign sector, Dollar stocks were markedly weaker, with Xerox, Burroughs, IBM and Control Data among the main losers.

PARIS—Market generally declined, reflecting energy problems and forthcoming Retail Price Index statistics.

Deciding stocks included Carrefour, Peugeot, Thomson-Brandt, Michelin, Cie Francaise des Petroles and Rhod-Poulenc.

Foreign issues all followed the general trend, with the exception of Germany, which was firmer.

GERMANY—Prices rose again after opening uncertainty. The better trend followed professional reinvestment.

Leading Banks, Chemicals and Industrials were among the gainers, however, dropped DM3.50 to DM9.15 on speculative selling. Holzmann, Dietrich, Degussa and RBC all rose sharply.

Public issues were mixed with 10 per cent. issues up to DM20 higher. Mark Foreign Loans eased further in light trading.

TOKYO—Market opened mixed but turned downwards towards close. Volume 240m. (180m.) shares.

Steels, Motors, Shipbuilding and Machinery were generally sold on the possibility of a worsening energy crisis.

Matsumoto Electric shed Y17 to Y35. Sanriyo Y20 to Y25. Marine Y6 to Y45, and Nissan Motor Y5 to Y340.

Higher London Metal Exchange prices caused Non-Ferrous Metals to advance initially although they later lost ground on profit-taking.

Broken Hill South declined 20 to \$1.01, as did David Jones to \$1.01.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

Sterling strengthened against further 1 per cent. to 14 per cent. to bring the gain this week to 41 per cent.

Japanese demand for dollar deposits gave support to Euro dollar rates, although the three-month quotation eased back 1 per cent. to 9-10 1/2 per cent.

London dealers to Y280.00-280.50, falling below the Y280 level at which the Japanese central bank had been supporting it by sales of dollars. The German mark lost 100 points on the dollar against the dollar, to DM3.88, while the Dutch guilder 110 points, to Fr.4.41, while the French franc lost 275 points to Fr.4.41.

Gold showed a mild reaction to the statement by Mr. George Shultz, U.S. Treasury Secretary, that Americans would be allowed to deal in gold "at some appropriate moment." The metal opened at the previous \$301.00, but touched \$301.41 in early dealings, helped by the U.S. news, before settling back to \$300.41, and being fixed in the morning at \$300.41.

BRUSSELS—Generally lower, influenced by the oil supply situation.

Steele were principally affected. Hoboken fell Frs.225 to 4,380 in Non-Ferrous Metals. Wagons-Lits was up 14 points at Frs.536 up 14.

PARIS—Market generally declined, reflecting energy problems and forthcoming Retail Price Index statistics.

Deciding stocks included Carrefour, Peugeot, Thomson-Brandt, Michelin, Cie Francaise des Petroles and Rhod-Poulenc.

Foreign issues all followed the general trend, with the exception of Germany, which was firmer.

GERMANY—Prices rose again after opening uncertainty. The better trend followed professional reinvestment.

Leading Banks, Chemicals and Industrials were among the gainers, however, dropped DM3.50 to DM9.15 on speculative selling. Holzmann, Dietrich, Degussa and RBC all rose sharply.

Public issues were mixed with 10 per cent. issues up to DM20 higher. Mark Foreign Loans eased further in light trading.

TOKYO—Market opened mixed but turned downwards towards close. Volume 240m. (180m.) shares.

Steels, Motors, Shipbuilding and Machinery were generally sold on the possibility of a worsening energy crisis.

Matsumoto Electric shed Y17 to Y35. Sanriyo Y20 to Y25. Marine Y6 to Y45, and Nissan Motor Y5 to Y340.

Higher London Metal Exchange prices caused Non-Ferrous Metals to advance initially although they later lost ground on profit-taking.

Broken Hill South declined 20 to \$1.01, as did David Jones to \$1.01.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

JOHANNESBURG—Gold share continued their downward trend. Little London interest was evident, although there was moderate active selling by local investors. Platinum eased in line with the rest of the market, with Bishopgate down 25 cents to R14. Lydenburg shed 10 cents to R10.25. Industrialists drifted lower.

FOREIGN EXCHANGES

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

Nov. 20, 1973

STOCK EXCHANGE REPORT

Markets further disturbed by Wall Street's gloom

Index closes 3.2 down at new "low" for the year of 394.1

ACCOUNT DEALING DATES

Option
First Declared Last Account
Dealings Date Dealings Day
Oct. 29 Nov. 5 Nov. 12
Nov. 19 Nov. 22 Nov. 23
Nov. 26 Dec. 2 Dec. 18

The overnight fall of more than 28 points on Wall Street set the tone for the day's trading. As the case in the U.S. financial markets, the growing oil crisis continued to dominate sentiment in home markets. Selling, however, remained modest and the bulk of the day's losses reflected marking down by dealers.

Equity leaders generally closed above the week's low, with progress from the early lower level was barely discernible. In another slow trade, official markings of 1973 compared with the recent daily average of well over 8,000. A 5 point fall in the F.T. 30 index at its first calculation (10 a.m.) was the worst of the day. Thereafter, prices gradually improved on technical influences, and a few "cheap" buyers and the index closed a net 3.2 down at 394.1, a new "low" for the year.

British Equities were dull and the Government Securities index ended 0.22 lower at 61.90, only 0.1 off its all-time "low" recorded a week ago.

The body of share prices remained depressed—falls in F.T. quoted index were by seven-to-one—on continuing lack of interest. Motors and Distributors gave a little more ground than most, with the Government's directive to cut deliveries of petroleum products by 10 per cent. The petroleum share index for the futures lost 2.4 per cent to 89.55.

Glits drift lower
The energy crisis together with the troubled labour situation was sufficient cause for Gilt-edged to open lower. A further slight

easing followed when small sellers began to operate, but a steeper tendency emerged mid-morning. From noon onwards business became very quiet and quotations drifted easier again on little volume to trade with general losses of 1 through 1 1/2 per cent. Exemptions were Exchequer per cent 1978, which lost 1 to 1 1/2 and undated stocks which were usually only a little easier.

Wall Street's weakness caused potential buyers of investment currency to hold back and the premium slipped further to around 36-36 1/2 per cent, before the business was effected. Even at this level demand was not impressive and the final rate of 36 per cent, down 1/2, was the day's lowest. Yesterday's USE conversion factor was 0.978 (0.970).

Christie's International, the fine art dealers, started market life in good fashion yesterday following the recent ten-times over-subscription: offered-for-sale at 70p, the 10p shares opened at 70p, but Alexander Rowland, a recent business to close at 80p. Recent Equities otherwise made a dull showing, with B. F. Saul year, British Equities, and the Government Securities index ending 0.22 lower at 61.90, only 0.1 off its all-time "low" recorded a week ago.

The body of share prices remained depressed—falls in F.T. quoted index were by seven-to-one—on continuing lack of interest. Motors and Distributors gave a little more ground than most, with the Government's directive to cut deliveries of petroleum products by 10 per cent. The petroleum share index for the futures lost 2.4 per cent to 89.55.

Glits drift lower
The energy crisis together with the troubled labour situation was sufficient cause for Gilt-edged to open lower. A further slight

and 342p respectively. Overseas issues were inclined easier with Hong Kong and Shanghai notable for an 11p decline to 332p. Discom made a mixed showing with Smith's Aunby 7p better at 102p, but Cater Ryder easing 5p to 250p. Downy Day lost 6p to 174p in Mid Merchant Banks where London and County Securities

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

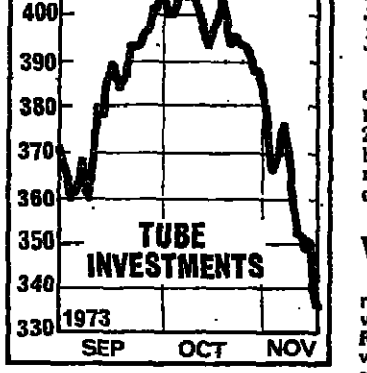
Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

FINANCIAL TIMES STOCK INDICES											
	Nov. 20	Nov. 19	Nov. 18	Nov. 17	Nov. 16	Nov. 15	Nov. 14	Nov. 13	Nov. 12	Nov. 11	Nov. 10
Government Secs.	61.90	62.12	62.17	62.04	61.89	62.39	62.80				
Fixed Interest	61.94	62.01	61.88	61.73	61.79	63.16	74.08				
Industrial Ordinary	394.1	397.5	402.6	397.1	402.8	405.5	409.9				
Gold Mines	147.5	148.2	148.4	144.7	145.1	152.3	84.1				
Oil & Gas	4.82	4.79	4.77	4.77	4.71	4.69	3.33				
Earnings 1st 3 months	10.68	10.78	10.61	10.74	10.59	10.66	15.36				
P.E. Ratio (Nov. 10)	12.61	12.70	12.89	12.74	12.92	12.99	118.67				
Debt to Equity	6.821	7.053	6.076	6.560	6.148	7.897	10.19				
* 10 a.m. 29.5.73 11 a.m. 29.5.73 Nov. 29.5.73 1 p.m. 29.5.73 2 p.m. 29.5.73 3 p.m. 29.5.73											
(a) Based on 30 per cent. corporation tax. (b) 1972-73. (c) On old basis.											

HIGHS AND LOWS											
	High	Low	High	Low	High	Low	High	Low	High	Low	High
Govt. Secs.	72.08	61.89	127.4	61.89	127.4	61.89	127.4	61.89	127.4	61.89	127.4
Fixed Int.	72.85	61.75	150.4	61.73	150.4	61.73	150.4	61.73	150.4	61.73	150.4
Ind. Ord.	509.5	394.1	545.6	394.1	545.6	394.1	545.6	394.1	545.6	394.1	545.6
Gold Mines	147.5	148.2	148.4	144.7	145.1	152.3	84.1				
Oil & Gas	4.82	4.79	4.77	4.77	4.71	4.69	3.33				
Earnings 1st 3 months	10.68	10.78	10.61	10.74	10.59	10.66	15.36				
P.E. Ratio (Nov. 10)	12.61	12.70	12.89	12.74	12.92	12.99	118.67				
Debt to Equity	6.821	7.053	6.076	6.560	6.148	7.897	10.19				
Basic 100 Govt. Secs. 10/10/72. Fixed Int. 10/10/72. Ind. Ord. 10/10/72. Gold Mines 10/10/72. Oil & Gas 10/10/72. Earnings 10/10/72. P.E. Ratio 10/10/72. Debt to Equity 10/10/72.											

FT-ACTUARIES INDICES											
	Nov. 20	Nov. 19	Nov. 18	Nov. 17	Nov. 16	Nov. 15	Nov. 14	Nov. 13	Nov. 12	Nov. 11	Nov. 10
Industrial Group	161.91	164.00	165.27	161.50	165.76	168.75	205.61				
500 Shares	170.63	172.78	173.30	170.74	173.30	176.74	214.65				
Div. Yield (Nov. 10)	4.47	4.42	4.45	4.48	4.39	4.31	4.40				
P/E Ratio (Nov. 10)	13.67	13.85	13.82	13.66	13.97	14.16	17.37				
All Share	171.51	175.55	177.12	171.05	175.57	178.41	215.60				
Consols Yield (Nov. 10)	12.16	12.08	12.07	12.14	12.21	12.03	9.80				
* 10 a.m. 29.5.73 11 a.m. 29.5.73 Nov. 29.5.73 1 p.m. 29.5.73 2 p.m. 29.5.73 3 p.m. 29.5.73											



TUBE INVESTMENTS
SEP OCT NOV

Ward Goldstone weak

Leading Electricals fluctuated narrowly in light trading to close with fresh minor losses. Kettle's Appliances slipped 5p to 81p, while the 10p shares of the company made a mixed showing with Smith's Aunby 7p better at 102p, but Cater Ryder easing 5p to 250p. Downy Day lost 6p to 174p in Mid Merchant Banks where London and County Securities

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests between the two companies, a plan subsequently dropped.

Harper rose 12p to 45p on the agreed order from Newman Industries, unchanged at 55p. Interim results produced firmness in the shares of 125p. The shares not already owned: last August Varney were suspended at 142p pending the exchange of the certain interests

MONEY MARKET

Interest rates stronger

Bank of England Minimum Lending Rate 13% (since November 13, 1973)

Short-term interest rates in the London money market continued their upward trend yesterday, with the three-month sterling certificate yield, for instance, ending at 15.15 per cent, against the previous 15.15 per cent, and the six-month yield, at 15.15 per cent, against the previous 15.15 per cent. The upward trend was, however, as indicated by the relatively wide spread given above for the three-month certificate, and by the fact that the three-month inter-bank deposit was quoted at some variance with the comparable certificate, a late deposit sample showing 15.15 per cent. A cer-

tain bank interest in raising fixed-period funds coloured the market, but rates moved relatively freely against the background of the recent sharp rise and concern over the possibility of further increases to come. The monetary authorities bought a moderate amount of bills in order to meet a shortage of day-to-day credit, operating broadly on the scale suggested by the identified factors, after allowing for an excess of revenue transfers to the Exchequer being greater in the event than was widely expected to begin with. The revenue factor apart, banks had carried over a shortage from Monday,

there was a rise in the note circulation and the authorities held maturing bank bills. Discount houses bid 11-11 1/2 per cent, for secured call loans in the earlier part, and although 9-10 per cent was touched, late balances were taken in places at 11-12 per cent. In the inter-bank market, overnight loans fluctuated in a range of 9-13 per cent, ending in some quarters at the day's peak. Local authority one-year bonds have been placed this week to yield 15 per cent, against 12 1/2 per cent last week. Banks to-day make up their monthly balance sheets. Rates in the table below are largely nominal.

Nov. 20 1973	Starting Contract of deposits	Inter-bank	Local Authority deposits	Local Auth. negotiable bonds	Finance house deposit	Company deposits	Discount market deposits	Treasury bills	Bank bills	Prime trade bills
Overnight	—	3-15	11 1/2-12 1/2	—	—	12-15	8 1/2-12	—	—	—
1-3 months	—	13 1/2-15 1/2	13 1/2-15 1/2	—	—	14-16 1/2	11-17 1/2	—	—	—
3-6 months	14-16 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-15 1/2	14-16 1/2	14-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
6-12 months	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
1-3 years	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
3-6 years	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
6-12 months	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
1-3 years	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
3-6 years	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
6-12 months	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
1-3 years	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
3-6 years	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
6-12 months	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
1-3 years	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
3-6 years	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
6-12 months	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
1-3 years	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
3-6 years	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
6-12 months	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
1-3 years	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
3-6 years	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
6-12 months	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
1-3 years	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
3-6 years	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
6-12 months	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
1-3 years	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
3-6 years	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
6-12 months	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
1-3 years	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
3-6 years	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
6-12 months	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
1-3 years	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
3-6 years	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
6-12 months	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
1-3 years	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
3-6 years	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
6-12 months	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
1-3 years	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
3-6 years	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
6-12 months	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
1-3 years	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
3-6 years	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
6-12 months	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
1-3 years	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
3-6 years	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
6-12 months	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
1-3 years	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
3-6 years	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
6-12 months	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
1-3 years	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
3-6 years	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
6-12 months	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
1-3 years	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
3-6 years	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
6-12 months	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
1-3 years	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
3-6 years	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
6-12 months	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
1-3 years	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
3-6 years	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
6-12 months	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
1-3 years	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
3-6 years	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
6-12 months	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
1-3 years	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	12-17 1/2	13 1/2-15 1/2	13 1/2-15 1/2	14 1/2-16 1/2
3-6 years	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16 1/2	14 1/2-16				

HOTELS—Continued

For Notes, see page 45

	9
	9
	9
	9
	9
	9
	9
	8
	7
	6
	5
	4
	3
	2
	1
	0
	-1
	-2
	-3
	-4
	-5
	-6
	-7
	-8
	-9
	-10
	-11
	-12
	-13
	-14
	-15
	-16
	-17
	-18
	-19
	-20
	-21
	-22
	-23
	-24
	-25
	-26
	-27
	-28
	-29
	-30
	-31
	-32
	-33
	-34
	-35
	-36
	-37
	-38
	-39
	-40
	-41
	-42
	-43
	-44
	-45
	-46
	-47
	-48
	-49
	-50
	-51
	-52
	-53
	-54
	-55
	-56
	-57
	-58
	-59
	-60
	-61
	-62
	-63
	-64
	-65
	-66
	-67
	-68
	-69
	-70
	-71
	-72
	-73
	-74
	-75
	-76
	-77
	-78
	-79
	-80
	-81
	-82
	-83
	-84
	-85
	-86
	-87
	-88
	-89
	-90
	-91
	-92
	-93
	-94
	-95
	-96
	-97
	-98
	-99
	-100

THE LEX COLUMN

Smooth progress at Swan Hunter

Equity markets in London and New York are technically as oversold as they have been this year. There is, of course, nothing to stop them becoming more oversold. In New York, the level of odd lot short sales remained well below the mid-summer figures, and the short position in London may not be especially great either. The drop in the level of bargains marked over the past couple of days, coupled with the sluggishness in golds as well as gilts, may suggest that the market is totally bemused rather than aggressively bearish.

This grim account has three days to run, and the relevant features for the very short-term include last night's faint show of strength on the one hand, and on the other the fact that Wall Street is now hitting new 1973 lows. For the longer term, it may take some time for the consensus of bullish opinion evident in September and October to be readjusted, let alone reasserted. But one fact which may be worth keeping in the back of the mind is that the

All-Share is still within a fraction of its September low.

Swan Hunter

The market got almost exactly what it expected from the Swan Hunter first half. Profits are nearly doubled at £3.6m. before tax and excluding shipbuilding grants, compared with £3.3m in the second half of 1972. A forecast of marginally better profits for the second half is probably more than some people thought likely, given Swan's recent labour problems. But the shares still fell 8p to 162p yesterday, which probably reflects the fact that, with a 1973 "low" of 143p, there were profits there for the taking.

The prospective p/e, again excluding grants, is somewhere between 5 and 6. If you want to rationalise that, with growth in engineering stocks on single figure multiples in any case, you would say that the market is still not impressed by the commitment to produce 24 oil tankers for Maritime Fruit Carriers with most of these due

for delivery in the second half of 1975, 1976 and 1977. There have been worries about fixed prices for ten of these due for delivery in 1974 and 1975. Swan can effectively match this with contracts for its steel and major bought-in components requirements in those years. This leaves the 25-30 per cent labour cost element at some risk; but the Maritime contract, with standard ship sizes, at least offers the possibility of holding down unit costs of both labour and materials.

Via Swan Maritime, Swan has a 25 per cent interest in these ships; analysts reckon that maybe eight of the big ones have been sold on the stocks, and they are now looking ahead to 1975 when the share of Swan Maritime will be consolidated. However, it is worth wondering if a shipbuilder which does not take profits until completion will go for anything faster in its shipowning capacity.

Smiths Industries

Any group with around half

its sales geared to the motor and aerospace industries could be forgiven for nervous thoughts after the past week or two, but Smiths Industries is sticking firmly to its forecast in the report of higher profits again this year—which would make the fourth successive advance. Certainly Smith's lessening dependence on the original equipment market has already stood it in good stead—compared with Lucas, for example, and any prospect of declining new car production would not leave it particularly alarmed. And price competitiveness now gives it a real chance of penetration with component into the EEC, where it was found a foothold with Ford in Germany. Meanwhile the aerospace side, with a sixth of trading profits last year, has a heavy military content and is heading for a rise of a fifth in 1973-74 turnover.

Smiths appears a little undervalued about its motorists' retail chain, where expansion has rather ground to a halt. But general prospects in distribution now cum Claude Rye, look good and recovery areas elsewhere

include marine equipment and the fitted furniture offshoot. That may not add up to any short term case for the shares, however, on a p/e of 10½ at 166p.

See also Page 31

Guthrie

Guthrie's forecasts of £75m. group sales highlights the group's diversification. Commercial and industrial sales will be up from £38m. to around £55m., about half that growth coming in North America where Minidustrial, in Canada, has raised sales by half, and the U.S. commodity dealing business came in for the first time with £5m. or so. Elsewhere the Ebonite and Weill acquisitions have boosted the figures. Meanwhile the gain in plantation turnover from £16.2m. to rather more than £20m. has its modest aspects in the context of ramping commodity prices.

Thus yesterday's peak rubber price of 42.5p a kilo compares with Guthrie's average realisation of 14.5p in 1972, but of

course the group habitually sells well forward—two-thirds of 1973 production was sold at 21.3p—and production has been lower (by a fifth in the first half). But the trend is clearly bullish for 1974, and possibly very bullish if cuts in synthetic feedstocks prove more relevant than any world industrial setback. This year earnings could reach 30p a share, and the only drawback to a prospective p/e of 12 is that the plantations content could get very high again next year.

Fenner

Fenner's preliminary statement last week may have read a little like a defence document, yet it did not mention Renold and its recently acquired 28 per cent. holding in the voting Ordinary. But things change. Two acquisitions by Fenner yesterday reduce Renold's share of the votes to nearer a fifth and enable Fenner to propose a two-fifths increase in current year dividends.

See also Page 32

Pensions

Privately Managed or Insurance Funded.
We do both. Please phone Mr Pieter Kunz for our booklet 'Better Pensions'

Royal Trust House, 54 Jersey Street
London SW1V 4NQ. Tel: 01-429 8232

ROYAL TRUST COMPANY OF CANADA

Lombard

World's grim new economic scenario

BY C. GORDON TETHER

RECOGNISING, with their customary wisdom, that to be forewarned is to be forearmed, the Japanese authorities have frankly informed their people that the oil crisis has condemned them, even on the most optimistic assumptions, to zero growth in the period ahead.

But elsewhere in the advanced world the official attitude still seems to be very much one of whistling to keep the courage up—the fashionable theme being that, with a little luck and the co-operation of the public at home, it should be possible to keep expansionist policies on course.

There is naturally a great deal to be said for making an effort to prevent business confidence being unnecessarily eroded at times like these. Yet the fashionable official euphoria about the economic outlook is beginning to look so unrealistic that it could well prove to be counter-productive in the propaganda sense. For all the luck and the co-operation of the public at home, it should be possible to keep expansionist policies on course.

Sobering

Even before the energy problem erupted, there were clear signs that the pace of world economic growth was destined to slow down markedly as we moved into 1974—partly because of the increasing shortage of spare capacity, and partly because of the growing tendency for official concern about inflation to find expression in measures to curb demand.

It is no exaggeration to say that the events of the past few months have introduced a positive profusion of new factors and new question marks into the picture. And there is no difficulty in seeing that their combined effect will be to make an extremely sobering impact. To begin with, the economic advance of the affluent world has been to a significant degree in recent years on the increasing popularity of private motorising. If, as is now generally accepted, fuel to support it is going to become more and more scarce, or dear or both—it was Lord Stokes who recently spoke of £1 per gallon petrol within a few years—the public's enthusiasm for this important form of economic activity could obviously suffer a change of a much more than temporary kind from the oil crisis.

Chilly climate

And these are far from being the only factors that will be tending to lower the world's economic temperature in the months ahead. There is also the damage that will be inflicted on the external payments of the affluent countries as a whole by the steep rise in their expenditures on oil.

Inasmuch as the countries producing other commodities should find it easier than the oil producers to spend the proceeds of the massive increase in foreign exchange earnings they are currently enjoying, the increased import bill the advanced countries are having to shoulder on this account should be less of a bugbear. But, for time-lapse reasons, it too could exert a dampening effect.

Maxwell to be alternate director on Pergamon Board

BY NICHOLAS OWEN

MR. ROBERT MAXWELL achieved his goal of a Boardroom role at Pergamon Press yesterday afternoon after the publication of the Department of Trade and Industry's third, highly critical report on his relationship with the company.

In a move which was later criticised by his main opponent, the American Leasco group, which owns 38 per cent. of Pergamon, Mr. Maxwell was appointed as an alternate director to Mr. John Silkin—who is Mr. Maxwell's solicitor—but not, it was insisted, his representative.

The step was announced at a special shareholders' meeting by the chairman, Sir Walter Coult.

Under Pergamon's articles, the arrangements over Mr. Maxwell were settled by the directors. A formal move by the Board to re-elect him a full director was rejected until January 8, by which time Pergamon hopes to assemble enough up-to-date information to enable Leasco to press ahead with a full bid. This has been promised if various conditions are satisfied.

Refutation

Sir Walter emphasised afterwards that Mr. Maxwell had not been co-opted to the Board. But "if we had not done something of this nature, there'd be no Pergamon Press to-morrow" with the editors of the group's scientific journals withdrawing co-operation.

Mr. Peter Stevens, president of Leasco World Trade, said he was "very distressed" at the decision which will enable Mr. Maxwell to attend Board meetings in Mr. Silkin's place. Mr. Stevens claimed it "violated the spirit of an agreement with Sir

Walter in the summer that Mr. Maxwell would not be co-opted."

For his part, Mr. Maxwell yesterday issued a 141-page refutation of the DTI's report, which covers the final investigations into Pergamon Press and the private companies controlled by Mr. Maxwell—Maxwell Scientific International (Distribution Services) and Robert Maxwell and Co. The two earlier reports appeared in June and December, 1971.

The DTI inspectors, Mr. Owen Stable and Sir Ronald Leach, acknowledge the importance of Pergamon's existing publishing talent, which is loyal to Mr. Maxwell. Against this, they say, "one must weigh the probability that Mr. Maxwell will assert himself to turn a subordinate position into a commanding one. There is reason to doubt whether the present full-time executive director of Pergamon will succeed in the future in influencing or restraining Mr. Maxwell."

As to specific criticisms of deals between Pergamon and Mr. Maxwell's family companies which have been probed by the inspectors, they conclude that "the rest of the report is to be regarded as a subordinate position into a commanding one."

The intermingling of public and private company money and stocks of journals back issues and books while Mr. Maxwell was chairman and chief executive of Pergamon is a practice which we deplore, the inspectors say.

Mr. Maxwell "seized many opportunities of creating 'instant' profits and took the fullest

advantage of the fact that accounting standards at the time were to some extent undefined."

The report says that shareholders in Pergamon should have been told of the "most far-reaching agreement" that the company had ever entered into, which was in a 1967 agreement with MSI Inc. of America—a company owned by trustees for Mr. Maxwell's sister and her children—to give MSI Inc. reprint rights worth \$1.6m. in return for a 10 per cent. royalty.

No one apart from Mr. Maxwell and Sir Ronald Leach, company secretary, and former deputy chairman of Pergamon, knew of this deal until 1969, the report claims.

The inspectors consider it a "stark reflection of Mr. Maxwell's stewardship" that when trading agreements between Pergamon and private companies over which he exercised influence, Pergamon incurred a net write-off of £1,166,000. They conclude that neither MSI (D.S.) nor RM and Co. "always complied" with the Companies Act.

Responsibility

They charge Mr. Maxwell with trying to shift responsibility on to Sir Ronald Leach, implying that he was "in the report because 'they failed to rumble him' although their difficulties are acknowledged."

The inspectors state flatly that responsibility rests with Mr. Maxwell. Mr. Clark, they consider, was "in some of the deals criticised" but his responsibility is, in our opinion, less than Mr. Maxwell's.

In one case, the inspectors correct a conclusion. Having thought Maxwell family interests helped support Pergamon's share

price during the group's 1968 bid for News of the World, it has been found that a sum of £50,809 was in fact owed by Pergamon to Mr. Maxwell, not by him to the company.

In his vigorous rejoinder to the DTI's accusations, Mr. Maxwell claims the inspectors have made "many errors of fact" of the kind now publicly admitted in respect of one such error.

On the DTI finding that he artificially boosted profits to aid Pergamon's share price, he claimed that Pergamon's auditors had taken legal opinion on how to treat deals between the public and private interests.

The inspectors having admitted one error in drawing conclusions about amounts owed between companies, Mr. Maxwell queries why they do not admit three other "very obvious errors" involving allegedly £335,000.

What appears to be an important plank of Mr. Maxwell's argument is that although circulars to shareholders, annual reports and so forth were prepared with the help of City advisers, "strangely nobody else is blamed but me."

He dismisses as "one of the most shocking distortions" in the report the reference to Pergamon's write-off. He asserts that £666,666 was debited at the instance of Leasco as one of the terms of the June, 1969 agreement under which Leasco would make an offer.

Mr. Maxwell said last night he was issuing a High Court writ against Mr. Stable and Sir Ronald and also the DTI. He said the three airlines also decided to cut out one daily return flight by Boeing 707/VC-10 jets to save fuel.

The London-New York cut of 21 return flights a week, will save something like 38 per cent. in fuel at a cost of only 18 per cent. in the number of seats. Subject to Government approvals they will operate by January 6.

They followed a meeting at Heathrow yesterday, at which the three airlines also decided to cut from seven to five the number of return flights each makes weekly between London and Boston, Philadelphia and Chicago.

One effect of the fuel situation is that by April 1, U.K. air fares to some points in Europe may be as much as 18 per cent. higher

Power engineers reject settlement plan

BY ROY ROGERS, LABOUR CORRESPONDENT

ELECTRICITY supplies remain threatened by power engineers' strike after negotiations yesterday failed to produce any immediate settlement of their pay dispute.

This came on the eve of today's crucial meeting of the National Union of Mineworkers' executive, which should give a clear indication of whether the miners' pay dispute is likely to be resolved in the near future or develop into a long and damaging confrontation.

The electrical power engineers are to continue their ban on standby duties after rejecting proposals from the Electricity Council which would have enabled less than half of agreed standby payments to be implemented.

However, the Electrical Power Engineers' Association and the Electricity Council have agreed to make an informal approach to the P.E.A. to see whether there is any possible way round their difficulties. Meanwhile the Central Electricity Generating Board continues to meet all demands for power despite the engineers' ban.

Three parts

The Electricity Council's complete offer has three parts. First, the Council has calculated what it considers can be paid under Stage Two's £1 plus 4 per cent. formula. It has enlarged the size of the wage bill used for the calculation by including the cost of wages paid for out-of-hours working.

Secondly, the Council has suggested that Stage Three's 1 per cent. "flexibility" allowance be

allotted to standby payments and in addition has offered "unsocial hours" payments of up to 28p an hour, but only for time worked, as opposed to time on standby.

The EPEA estimates that together these three items would meet less than half the 2.92 per cent. standby pay agreement made last December but blocked by the Government's wages policy. To meet it in full would mean using up 14 per cent. of the 7 per cent. available to EPEA's 30,000 members under their national pay deal due next February.

This offer was rejected by the EPEA because, apart from being too small, it eats into its Stage Three flexibility entitlement which the union has earmarked for other purposes under next February's pay review.

Northants plea for more police

THE CHIEF CONSTABLE of Northamptonshire, Mr. Frederick Cutting, is to ask the new Northants County Council to increase the county police force by 400 within the next seven years. The increase would cost £125m., bringing total expenditure to £48m.

Mr. Cutting's plans are contained in a Police Committee report to the council, which also points out that Northamptonshire has the lowest number of police per head of population in the country.

NIRC upholds company's right to damages against TGWU

BY JOHN WYLES, LABOUR REPORTER

THE TRANSPORT and General Workers Union faces a claim for substantial compensation following a National Industrial Relations Court decision yesterday that the union was responsible for losses suffered by an airport ground handling company.

This is the first compensation decision given by the NIRC since it was set up two years ago. The amount the union has to pay has yet to be decided and further moves on this may be delayed if the union lodges an appeal.

The company entitled to claim compensation is General Aviation Services (GAS), a subsidiary of a Canadian company.

Yesterday's decision appears to re-emphasise the importance of one of the most controversial of the Court's judgments that a union is responsible for the actions of its shop stewards. This ruling arose from last year's docks cases and was upheld by TGWU had an "overwhelming

majority" on the shop stewards' committee. The industrial action was never officially endorsed by the union but its shop stewards undoubtedly had the authority to take it.

Although other unions were represented on the shop stewards' committee, the whole operation against GAS had been planned and executed by the TGWU's stewards and members.

The Court ruled that compensation could be based on the whole of the loss suffered by GAS after June 1, 1972.

On procedure, point under the Act the GAS complaint is limited to events after this date. The loss is to be assessed according to the estimated effect of the industrial action on the company's profitability after June 1, 1972, and on the ultimate residual value of the business.

GAS wins claim, Page 45

Some union leaders will see a particular irony in yesterday's judgment, since the TGWU may have to hand over a large sum of money despite defending itself before the NIRC.

GAS was at the centre of an industrial dispute at Heathrow which began shortly after the company was given a concession to provide ground handling services by the British Airports Authority in August, 1969.

The airport's shop stewards committee repeatedly "blackballed" the company, claiming that GAS's activities were a threat to existing jobs at the airport.

Delivering judgement yesterday, Sir John Donaldson, the ruling arose from last year's docks cases and was upheld by TGWU had an "overwhelming

Airlines to cut North Atlantic seats by 18%

BY MICHAEL DONNE, AEROSPACE CORRESPONDENT

THE THREE major airlines on the North Atlantic—British Airways, Pan American and Trans World—have each agreed to cut out one daily return flight by Boeing 707/VC-10 jets to save fuel.

The London-New York cut of 21 return flights a week, will save something like 38 per cent. in fuel at a cost of only 18 per cent. in the number of seats. Subject to Government approvals they will operate by January 6.

They followed a meeting at Heathrow yesterday, at which the three airlines also decided to cut from seven to five the number of return flights each makes weekly between London and Boston, Philadelphia and Chicago.

One effect of the fuel situation is that by April 1, U.K. air fares to some points in Europe may be as much as 18 per cent. higher

as much as 18 per cent. higher

This is because a 6 per cent. rise to take account of currency revaluations earlier this year will be applied to all U.K. international fares from December 1. To this must be added the impending 6 per cent. rise to cover direct fuel price increases, which is now being discussed among the airlines. Finally, a 6 per cent. rise in fares was agreed some time ago to become effective January 1, because of normal inflationary factors.

British Caledonian will continue to operate its present once-daily return flight to New York. Some weeks ago it cut out a number of indirect flights (via Manchester and Prestwick), and this is being taken as its contribution to the fuel-saving measures.

Continued from Page 1

Talks on priorities

formed by the DTI that naphtha was exempt. Bitumen and industrial lubricants, however, are believed to be excluded from the cuts.

The Chemical Industries Association, which takes about 9m. tons of oil or oil products for feedstock and fuel, said that it would need special treatment, through the priority industries provision, in order to avoid any reduction in chemical supplies.

25 minutes from the centre of Birmingham
60 minutes from the centre of Manchester
within 50 miles of over 5 million people surrounded by countryside



Put your company in a better position

The M6 (just 1½ miles away) has brought new homes and new industry to Stafford. And there's plenty of room for more. Above all, there's a new dynamism in the town. Take a fresh look at Stafford and its beautiful surroundings. Now.

STAFFORD NOW

Today's natural business centre

For more details, contact the Chief Officer, D.E. Almond, at the Borough Hall, Eastgate Street, Stafford. (Telephone Stafford 3131.)

JAMES & TATTON
STEEL SERVICE CENTRE

THE BIG NAME for STEEL

JAMES & TATTON LTD.
Glen Road, Walsby, Lincs. LE14 4JY
Tel: 0533 242424, 242425, 242426
A member of the "Steel Group" of companies

Weather

U.K. TO-DAY

DRY, with mist and fog patches giving way to spells of heavy sunshine in most areas of England and Wales. Occasional rain over N. Scotland, spreading South during the day.

U.K. TOMORROW

London, S.E., Cent. S., E., N.W., Cent. N. and N.E., East Anglia and Midlands

Mist and fog patches, early bright spells later. Wind variable-light, becoming S.W. moderate. Max. 60 (43F).

Channel Is. and S.W. England

Dry, bright spells. Wind S.W. moderate. Max. 60 (43F).

Wales and Mammouthshire

Dry. Mist or fog early in East, bright spells otherwise. Wind S. moderate, locally fresh in West. Max. 59 (45F) in W. 70 (49F) in E.

Lake District, E. of Man, Borders, Edinburgh and E. Scotland, Aberdeen, Glasgow, S.W. Scotland, Highlands, Argyll and N. Ireland

Mostly cloudy. Perhaps some rain or drizzle. Wind S.W. moderate or fresh. Max. 59 (45F). Moray Firth, Caithness, N.W. Scotland, Orkney and Shetland

Mostly cloudy, occasional rain or drizzle. Wind S.W. fresh, locally strong. Max. 59 (45F).

Outlook: Mainly dry in South and East. Changeable, with some rain in North.

Lighting-up: London 16.34, Manchester 16.34, Glasgow 16.32, Belfast 16.44.

BUSINESS CENTRES

City	Yday	Today	Yday	Today
	Midday	Midday	Midday	Midday
Alexandria	17	18	17	18
Amman	17	18	17	18
Baghdad	17	18	17	18
Bombay	17	18	17	18
Buenos Aires	17	18	17	18
Cairo	17	18	17	18
Colon	17	18	17	18
Hankow	17	18	17	18
Harbin	17	18	17	18
Hong Kong	17	18	17	18
Kobe	17	18	17	18
London	17	18	17	18
Lyons	17	18	17	18
Manila	17	18	17	18
Medan	17	18	17	18
Osaka	17	18	17	18
Paris	17	18	17	18
Rangoon	17	18	17	18
Seoul	17	18	17	18
Singapore	17	18	17	18
Tokyo	17	18	17	18
Yokohama	17	18	17	18

HOLIDAY RESORTS

City	Yday	Today	Yday	Today
	Midday	Midday	Midday	Midday
Alaska	17	18	17	18
Arizona	17	18	17	18
California	17	18	17	18
Florida	17	18	17	18
Hawaii	17	18	17	18
Idaho	17	18	17	18
Illinois	17	18	17	18
Indiana	17	18	17	18
Iowa	17	18	17	18
Kansas	17	18	17	18
Kentucky	17	18	17	18
Louisiana	17	18	17	18
Maine	17	18	17	18
Massachusetts	17	18	17	18
Michigan	17	18	17	18
Minnesota	17	18	17	18
Mississippi	17	18	17	18
Missouri	17	18	17	18
Montana	17	18	17	18
Nebraska	17	18	17	18
Nevada	17	18	17	18
New Hampshire	17	18	17	18
New Jersey	17	18	17	18
New Mexico	17	18	17	18
New York	17	18	17	18
North Carolina	17	18	17	18
North Dakota	17	18	17	18
Ohio	17	18	17	18
Oklahoma	17	18	17	18
Oregon	17	18	17	18